

## FUNDING AGREEMENT

by and between:

**SEDGWICK COUNTY, KANSAS**  
**and**  
**GREATER WICHITA PARTNERSHIP**

This Agreement made and entered into this \_\_\_\_ day of \_\_\_\_\_, 2016, by and between Sedgwick County, Kansas ("County") and the Greater Wichita Partnership, Inc., a Kansas not-for-profit corporation ("GWP" or "Contractor").

WITNESSETH:

**WHEREAS**, the Wichita Region of South Central Kansas, which includes the ten-county greater Wichita metro area, was selected to participate in the Brookings Global Cities Initiative ("GCI"); and

**WHEREAS**, part of participation in the GCI was to produce a data-driven Regional Foreign Direct Investment Plan; and

**WHEREAS**, Kansas Global Trade Services, Inc. ("Kansas Global") has been selected to act as the GCI program manager for the Wichita Region; and

**WHEREAS**, GWP is under contract with Kansas Global to act as the financial partner for purposes of developing and implementing the GCI program in the Wichita Region; and

**WHEREAS**, County desires to support the efforts of GWP as said financial partner under the terms and conditions as set forth herein.

**NOW, THEREFORE**, in consideration of the mutual covenants, conditions and promises contained herein, the parties hereto agree as follows:

**1. Purpose.** The Wichita region of south central Kansas, which includes Butler, Cowley, Harper, Harvey, Kingman, Marion, McPherson, Reno, Sedgwick and Sumner Counties, was selected to participate in the Brookings Global Cities Initiative. One of the goals of the Initiative is to develop and implement a Foreign Direct Investment Strategy ("the Strategy"). The Strategy, attached hereto as Exhibit A and incorporated as if fully set forth herein, is to be implemented over a five (5) year period under the direction of Kansas Global.

GWP has been selected by Kansas Global to be the financial partner in the development and implementation of the Strategy. The purpose of this Agreement is to document County's payment of FIFTY THOUSAND DOLLARS AND NO CENTS (\$50,000.00) to support development and implementation of the Strategy.

**2. Term.** This Agreement shall commence on the date ascribed above and terminate on December 31, 2016.

3. **Conditions.** This Agreement is subject to GWP remaining engaged as the financial partner for the Strategy. County's payment of \$50,000 shall be delivered to GWP within thirty (30) days of execution of this Agreement.

4. **Reports.** GWP will provide written quarterly status reports to the Board of Sedgwick County Commissioners and will also provide an Annual Report to the public.

5. **Incorporation of Documents.** Attachment A (Proposal for Greater Wichita Partnership) and Exhibit B (Sedgwick County Mandatory Contractual Provisions Attachment) are attached hereto and are made a part hereof as if fully set forth herein.

6. **Hold Harmless.** To the extent permitted by Kansas law and without waiving any applicable immunities or defenses, GWP and County shall defend, indemnify and hold harmless one another and their elected and appointed officials, officers, managers, members, employees and agents, from any and all claims brought by any third-party person or entity whatsoever, arising from any act, error, or omission of GWP or County in connection with GWP's performance of this Agreement or any other agreements between GWP and the County entered into by reason of this Agreement. To the extent permitted by Kansas law and without waiving any applicable immunities or defenses, GWP and County shall defend, indemnify and hold harmless one another and their elected and appointed officials, officers, managers, members, employees and agents, with respect to any third-party claim arising, or alleged to have arisen from negligence, and/or willful, wanton or reckless acts or omissions of GWP or County, its subcontractors, agents, servants, officers, or employees and any and all losses or liabilities resulting from any such claims, including, but not limited to, damage awards, costs, and reasonable attorney's fees.

7. **Termination.**

A. **Termination for Cause.** In the event of any breach of the terms or conditions of this Agreement by GWP, or in the event of any proceedings by or against GWP in bankruptcy or insolvency or for appointment of receiver or trustee or any general assignment for the benefit of creditors, County may, in addition to any other remedy provided it by law or in equity or other right reserved to it elsewhere in this Agreement, terminate this Agreement with thirty (30) days written notice to GWP. In the event of termination under circumstances set forth under this Article, County shall be entitled to procure the Services provided for herein elsewhere, on such terms and under such conditions as are reasonable in the sole discretion of County, and GWP shall be liable to pay to County any excess cost or other damages caused by GWP as a result thereof.

B. **Termination for Convenience.** This Agreement may be terminated by either party upon thirty (30) days' written notice to the other stating the effective date of the termination. Upon receipt of such termination notice, GWP shall not incur any new obligations and shall cancel as many outstanding obligations as reasonably possible. County shall allow full credit to GWP for the share of the non-cancelable obligations properly incurred by GWP prior to receipt of notice of termination. GWP shall be paid for work satisfactorily completed, so long as all provisions contained herein have been met.

C. **Reduction in Funds.** It is understood that funding may cease or be reduced at any time. In the event that adequate funds are not available to meet the obligations hereunder, either party reserves the right to terminate this Agreement upon thirty (30) days' written notice.

8. **Notification.** Notifications required pursuant to this Agreement shall be made in writing

and mailed to the addresses shown below. Such notification shall be deemed complete upon mailing.

**County:** Sedgwick County Department Finance  
Attn: Chris Chronis, Chief Financial Officer  
525 N. Main, Suite 823  
Wichita, Kansas 67203

and  
Sedgwick County Counselor's Office  
Attn: Contract Notification  
Sedgwick County Courthouse  
525 N. Main, Suite 359  
Wichita, Kansas 67203-3790

**GWP:** Greater Wichita Partnership, Inc.  
Attn: Jeff Fluhr, President  
501 E. Douglas  
Wichita, Kansas 67202

**9. Contractual Relationship.** It is agreed that the legal relationship between GWP and County is of a contractual nature. Both parties assert and believe that GWP is acting as an independent contractor in providing the goods and services and performing the duties required by County hereunder. GWP is at all times acting as an independent contractor and not as an officer, agent, or employee of County. As an independent contractor, GWP, or employees of GWP, will not be within the protection or coverage of County's worker's compensation insurance, nor shall GWP, or employees of GWP, be entitled to any current or future benefits provided to employees of County. Further, County shall not be responsible for the withholding of social security, federal, and/or state income tax, or unemployment compensation from payments made by County to GWP.

**10. Authority to Contract.** GWP assures it possesses legal authority to contract these services; that resolution, motion or similar action has been duly adopted or passed as an official act of GWP's governing body, authorizing the signing of this Agreement, including all understandings and assurances contained therein, and directing and authorizing the person identified as the official representative of GWP to act in connection with the application and to provide such additional information as may be required.

**11. Entire Agreement.** This Agreement and the documents incorporated herein contain all the terms and conditions agreed upon by both parties. No other understandings, oral or otherwise, regarding the subject matter of this Agreement shall be deemed to exist or to bind any of the parties hereto. Any agreement not contained herein shall not be binding on either party, nor shall it be of any force or effect.

**12. Assignment.** Neither this Agreement nor any rights or obligations created by it shall be assigned or otherwise transferred by either party without the prior written consent of the other. Any attempted assignment without such consent shall be null and void.

**13. Amendments.** Neither this Agreement nor any rights or obligations created by it shall be amended by either party without the prior written consent of the other. Any attempted amendment without such consent shall be null and void.

14. **Subcontracting.** None of the work or Services covered by this Agreement shall be subcontracted without the prior written approval of County. All approved subcontracts must conform to applicable requirements set forth in this Agreement and in its appendices, exhibits and amendments, if any.

15. **Severability Clause.** In the event that any provision of this Agreement is held to be unenforceable, the remaining provisions shall continue in full force and effect.

16. **Waiver.** Waiver of any breach of any provision in this Agreement shall not be a waiver of any prior or subsequent breach. Any waiver shall be in writing and any forbearance or indulgence in any other form or manner by County shall not constitute a waiver.

17. **Force Majeure.** GWP shall not be held liable if the failure to perform under this Agreement arises out of causes beyond the control of GWP. Causes may include, but are not limited to, acts of nature, fires, tornadoes, quarantine, strikes other than by GWP employees, and freight embargoes.

18. **Nondiscrimination and Workplace Safety.** GWP agrees to abide by all federal, state and local laws, rules and regulations prohibiting discrimination in employment and controlling workplace safety. Any violation of applicable laws, rules or regulations may result in termination of this Agreement for cause.

19. **Retention of Records.** Unless otherwise specified in this Agreement, GWP agrees to preserve and make available at reasonable times all of its books, documents, papers, records and other evidence involving transactions related to this Agreement for a period of five (5) years from the date of expiration or termination of this Agreement.

Matters involving litigation shall be kept for one (1) year following termination of litigation, including all appeals, if the litigation exceeds five (5) years.

20. **Intellectual Property Rights.** As applicable, all original software, software code, and/or intellectual property developed or created by County in relation to this Agreement shall remain the sole property of the County. GWP shall surrender all original written materials, including, but not limited to any reports, studies, designs, drawings, specifications, notes, documents, software and documentation, computer-based training modules, electronically or magnetically recorded material, and any and all intellectual property to County upon the expiration or termination of this Agreement.


IN WITNESS WHEREOF, the parties hereto have executed this Agreement as of the day and year first above written.

SEDGWICK COUNTY, KANSAS

GREATER WICHITA PARTNERSHIP, INC.

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James M. Howell, Chairman  
Commissioner, Fifth District



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Jeff Fluh  
President

APPROVED AS TO FORM ONLY:



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Misha C. Jacob-Warren  
Assistant County Counselor

ATTESTED TO:

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Kelly B. Arnold  
County Clerk

## EXHIBIT A

April 11, 2016

Jeff Fluhr  
President  
Greater Wichita Partnership  
501 E. Douglas  
Wichita, KS 67202

Proposal No. 9377

### Proposal for Greater Wichita Partnership (GWP)

#### OBJECTIVE:

The objective of this proposal is to provide management, coordination and communication services for the Brookings Global Cities Initiative (GCI) Foreign Direct Investment (FDI) Planning Process on behalf of the 10-county region of South Central Kansas (See Appendix C for county list.) At the end of the Planning Process the region will have developed a foreign direct investment (FDI) strategy, implementation plan and corresponding budget. To help the region participate in the GCI program resulting in a FDI plan, Kansas Global Trade Services, Inc. ("Kansas Global") proposes to act as the program manager, coordinating all sub-contractors and services as deemed necessary. Kansas Global proposes that the Greater Wichita Partnership act as the financial partner. Management of the FDI planning process prompts a set of services and deliverables, listed below.

#### DELIVERABLES:

1. Pre-planning and implementation process
2. Full FDI market assessment
  - a. Data analysis
  - b. Market input: foreign-owned enterprise and other actors (developers, services providers) interviews
3. The FDI plan and associated implementation or "business" plan with major budget items
4. FDI/Trade Policy memo
5. Monthly reporting & meeting summaries

#### SERVICES

The scope of the GCI program management includes coordination and management of all sub-contractors, research and analysis, meeting scheduling, management and attendance, and reporting. *Kansas Global will develop, in concert with the Core Team and Brookings, and with advice from the Steering Committee:*

1. Pre-planning and implementation process
  - a. Appropriate and realistic scope for the FDI plan
  - b. Manage selection and recruitment of Core team and Steering Committee members, and facilitate engagement of leadership in the ten-county area

- c. Meeting scheduling, management and on-site implementation including meeting and material costs; number and frequency of scheduled meetings, with no less than one monthly; and published schedule, for:

- i. Core Team: serves as implementation team and carries the majority of the workload
- ii. Steering Committee: serves as the regional FDI planning team comprised of company executives, economic development executives, young professionals, and civic leaders from the 10 individual counties of the Wichita region of South Central Kansas; purpose is to represent the interests of their constituency or geographic area – providing recommendations, noting challenges and facilitating regional solutions. The Steering Committee is the cornerstone of the regional FDI planning effort.
- iii. Brookings GCI workshops, in-market visits, teleconferences and webinars
  1. In-Market visit: One two-day visit by Brookings advisors to meet with Core and Steering Committee members, talk to the Research Team, brief the media (if appropriate), interview company executives and meet with community leadership groups.
  2. FDI Exchange Working Session: FDI working session will take place at the Brookings Institution in Washington, DC. Exchange participants will be required to present market assessments and initial draft FDI strategies for peer review and feedback from other Exchange participants and Brookings scholars. Federal leaders, private sector leaders, and other global experts will also be invited but Brookings to provide insights that will help strengthen implementation.
  3. GCI Global Summit: Two-day FDI working session will take place at the Brookings Institution in Washington, DC. A Global Summit of GCI Cities to exchange ideas and key learnings and to highlight successes. This will encompass both the Export Plan and the FDI Planning processes, and focus on next steps for GCI cities to further their quest toward global competitiveness and fluency.
  4. Conference Calls, Webinars, and Web Resources:
    - a. Monthly or periodic conference calls and webinars to check-in, problem-solve together at key points of the planning or implementation process, and learn about helpful new tools, data, and/or policy changes that will aid their planning process.
    - b. Periodically, the full network of FDI planning communities will have the opportunity to come together on a conference call or webinar. Participants will also have access to data and other resources through a dedicated website.
- iv. Other meetings as necessary to recruit, coordinate and manage input and communicate with the Core Team, Steering Committee, Brookings and other stakeholders

## **2. Full FDI market assessment:**

The analysis will include, but not be limited to, the identification of the region's rationale for FDI, key findings from the market assessment, the FDI plan's goals and objectives, core strategies and tactics that will best drive attainment of stated goals and objectives, programs and initiatives to carry out the strategies, an implementation plan (e.g., roles, responsibilities, budget), and performance

goals to measure progress. This analysis should identify areas of strengths and weaknesses, desired forms of FDI (Greenfields and M&A), and other potential opportunities. When applicable, analysis will be provided on a Metropolitan Statistical Area (MSA), 10-county regional, and national level.

- a. Produce a Market Assessment to determine FDI performance and potential, including:
  - i. Analysis of the region's current FDI strengths and weaknesses by industries or types of desired investment the plan will target for proactive outreach, and determine baseline performance metrics against which to accurately measure progress.
  - ii. The role of FDI in the overall regional economy, including such statistics as:
    1. Global performance: total FDI in the region, FDI growth, FDI intensity, FDI jobs, comparisons with peer metros and/or US
    2. Mode of entry and establishment size: greenfield or M&A, Jobs in foreign-owned establishments, by industry
    3. Industries: which industries contribute to exports and FDI inflows
    4. Markets: target foreign markets for planning and budgeting for marketing, overseas trade shows, foreign offices/contracts, etc.
- b. Obtain Local Market insight—information and insight secured locally through direct outreach to firms and other FDI actors, and assembly of all relevant local reports and articles related to investment
  - i. Conduct ~20 one-on-one interviews with Foreign-Owned Enterprises (FOE's); this constitutes about 50% of total FOEs in the region. See Appendix B for working list of FOEs.
  - ii. Include up to 15 one-on-one interviews from other actors including developers and service providers.
  - iii. Publicly available information and reports will be reviewed and supplemented through interviews with representatives from industries, associations, existing programs and educational institutions.

### 3. A customized, regional FDI plan:

- a. Clear, easy-to-read document (~30 pages) that states the case for FDI as a part of the region's economy and provides an intentional guide to increase FDI.

FDI Plan Chapters
1. Rationale and Response
2. The Interaction between Exports and FDI
3. Key Findings from the Market Assessment (FDI and Export or Combined)
4. Goal and Objectives
5. Strategies & Tactics
6. Performance Measurements
7. Implementation Plan
8. Trade Policy Proposal
9. Communications & Marketing Recommendation

- b. The FDI plan will provide a platform that, if implemented and taken advantage of, will:



- i. Produce more effective FDI activities in the region, with as goal of increasing FDI.
- ii. Identify existing FDI opportunities and outline activities that the region and companies can undertake to attract more FDI opportunities.
- iii. Create a more transparent, streamlined and efficient FDI assistance system.
- iv. Facilitate the cultural shift needed to embrace global engagement by making global trade and investment a mainstream part of regional economic development.
- v. Integrate FDI into a broader economic strategy for growth and global competitiveness in the “next economy,” Including: aligning exports and foreign direct investment with innovation in manufacturing, transformative investments in freight and logistics, and the grooming of a globally fluent workforce.

4. **FDI Policy memo:** local, state and federal policy recommendations for efficient FDI activities

5. **Reporting**

- a. Meeting summaries (minutes) produced and distributed to the Core Team, Steering Committee, and Brookings GCI workshops, teleconferences and webinars, as appropriate
- b. One-page monthly update on program status, to include timeline, goals, percent completed, and next steps, produced and distributed to Core Team

6. **Coordination, management and payment of all sub-contractors, as applicable**

7. **Support GWP in securing sponsors by providing access to data and other resources**

**DELIVERABLES (See Appendix C: In-Progress Deliverables Report):**

- 1. Pre-planning and implementation process
- 2. Full FDI market assessment
- 3. The FDI plan (and associated implementation or “business” plan)
- 4. FDI Policy memo
- 5. Monthly reporting & meeting summaries
- 6. Coordination, management and payment of all sub-contractors

**PRICING AND PAYMENT TERMS:**

Consultation for:	Timeframe for Delivery	Total Not-to-exceed
GWP/Greater Wichita Region-Global Cities Exchange FDI Planning process	By December 31, 2016	\$165,000
Pricing Covers:	<ul style="list-style-type: none"> <li>• Pre-planning and implementation process</li> <li>• Market assessment support</li> <li>• The Wichita/SC Kansas FDI plan</li> <li>• A FDI Policy memo</li> <li>• Monthly reporting &amp; meeting summaries</li> <li>• Coordination and management of sub-contractors</li> <li>• Program management</li> </ul>	
Total Program Budget:	<p>\$25,000 – Market assessment, data analysis, research and focus group fees, as applicable</p> <p>\$5,000 – Travel</p> <p>\$5,000 - Direct, meeting, printing and miscellaneous expenses</p> <p>\$300,000 - Kansas Global Management &amp; Consultation Services: project management, market assessment coordination &amp; production, FDI plan/implementation plan &amp; policy production, coordination and convening, marriage with export plan, etc. [50 average Kansas Global (multiple employees) hours per week for 50 weeks]</p> <p><u>(\$170,000) – Kansas Global In-kind donation</u></p> <p><b>TOTAL: \$165,000**</b></p>	
Payment Terms:	<ul style="list-style-type: none"> <li>• Kansas Global Management &amp; Consultation Services: <ul style="list-style-type: none"> <li>○ \$90,000 invoiced at contract signing to continue (est. August 2016) + \$4,750 in direct expenses already incurred</li> <li>○ \$10,000 invoiced on October 1, 2016</li> <li>○ \$10,000 invoiced November 1, 2016</li> <li>○ \$20,000 invoiced no more than 30 days after completion of the Plan (no later than January 31, 2017)</li> </ul> </li> <li>• Subcontractor and direct expenses will be invoiced to GWP for payment <i>as needed, separately</i>. <u>Anticipated</u> schedule and amounts follow: <ul style="list-style-type: none"> <li>○ \$10,000 Data analysis and research Fee 1</li> <li>○ \$15,000 Data analysis and research Fee 2</li> <li>○ \$5,000 Total direct expenses including FDI plan delivery, release event, design and printing (partial shown above)</li> <li>○ \$4,000 travel in June (already incurred and shown above)</li> </ul> </li> </ul>	

	○ \$1,000 travel in September
** 1) Expenses, e.g. sub-contractor, misc., not incurred will not be billed to this program.	

**APPROVAL:**

By signing this agreement, GWP (a) agrees to be bound by all the provisions hereof (including all the terms and conditions set forth within this document), and (b) acknowledges the sole responsibility to make payments of all charges relating to the project within 15 days of the payment schedule listed above. Collection of related payments from any third party is a private matter of the Client and shall not affect the Client's responsibility for payment to Kansas Global.

**CONFIDENTIALITY STATEMENT:**

The data and resources provided by the Kansas Global Trade Services, Inc. (Kansas Global) shall not be duplicated, used or disclosed in whole or in part to any third party by Kansas Global nor shall it be duplicated, used or disclosed by Kansas Global for any purpose other than that specifically authorized by the Client. The information provided by the Client to Kansas Global shall not be disclosed by Kansas Global and shall not be duplicated, used or disclosed in whole or in part for any purpose other than that specifically authorized by the Client.

**NATURE OF SERVICES:**

Kansas Global assists clients in a variety of export-related activities, including the development and assessment of export compliance programs and other such services as are described herein. The services offered by Kansas Global are not intended to be, and shall not be construed as, legal advice. Should the Client desire legal advice in connection with the subject matter of this proposal, Client should obtain the services of qualified legal counsel.

**LIABILITY LIMITATIONS:**

Kansas Global shall provide the services described herein using reasonable commercial efforts. **Except as may be otherwise limited or prohibited by law, Kansas Global's liability in connection with this proposal or any resulting agreement, or the services described herein, shall be limited to the amount of those payments actually made to Kansas Global by Client in connection with the services. Kansas Global hereby disclaims and Client hereby waives any further liability, including but not limited to liability for consequential, incidental, multiple or exemplary damages, even where the possibility of such damages is made known to Kansas Global. The foregoing limitation of liability shall extend to Kansas Global and to its directors, officers, employees, consultants and agents. Kansas Global makes no warranty, express or implied, as to the services, including any warranty of merchantability of fitness for purpose. This proposal and any resulting agreement shall be governed by the laws of the State of Kansas, without regard to its choice of law rules.**

**Kansas Global Trade Services, Inc. offers this proposal as of April 11, 2016, with most recent modifications as of August 9, 2016. (Note: Kansas Global has already begun work on this project.)**

By: Kansas Global Trade Services, Inc.

Accepted by:

Greater Wichita Partnership



Karyn Page  
President/CEO

Date: September 15, 2016

Name: Jeff Fluhr  
President

Date:

#### Appendix A: List of Counties in Region \*

Butler	Cowley
Harper	Harvey
Kingman	McPherson
Marion	Reno
Sedgwick	Sumner

\*This region is compatible with Wichita State University's Innovative Manufacturing Communities Partners (WSU-IMCP), the Blueprint for Regional Economic Growth (BREG), and the Regional Export Plan.

**Appendix B: Foreign-Owned Enterprises List (update in progress as part of contract)**

Company	City	Country	Parent	Employees	Operations	Industry
Aeroflex	Wichita	England	COBHAM PLC	200	electronic test equipment	Aviation
Airbus North America Engineering, Inc.	Wichita	France	AIRBUS	400	aircraft engineering design center	Aviation
American Maplan Corporation	McPherson	Germany	BATTENFELD EXTRUSIONSTECHNIK	70	Manufacture plastic extrusion machinery	Advanced Mfg
Assystems						
Bombardier Learjet	Wichita	Canada	BOMBARDIER, INC.	2200	Manufactures business jet aircraft	Aviation
CCH Inc.	Wichita	Netherlands	WOLTERS KLUWER	500	Software development and support	Software
CertainTeed Siding/Pipe & Insulation	McPherson	France	SAINT-GOBAIN	90	Manufactures plastic extrusions, molded products and fittings	Plastics Mfg
CNH Global	Wichita	Netherlands /Italy	CNH GLOBAL N.V./FIAT	600	Manufacture construction equipment	Advanced Mfg
Continental Tire the Americas, LLC (formerly Legg Company)	Halstead	Germany	Continental Corporation	90	Produces high quality belting for conveyors; Industrial & agriculture belting	Ag Mfg
Contour Dynamics Inc	Wichita			5 to 9	Building Inspection Services	Services
Cornejo	Wichita					
Dean & De Luca Inc	Wichita			100 to 249	All Other Specialty Food Stores	

<b>Draka/Prysmian</b>	Hutchinson	Italy	PRYSMIAN	20	Cable assembly and distribution	
<b>Electromech Technologies</b>	Wichita			100 to 249	Engineering Services	Services
<b>Figeac Aero</b>	Wichita	France	FIGEAC AERO	130	Aircraft component supplier	Aviation
<b>GHD</b>	Wichita			1 to 4	Research & Development In Biotechnology	Services
<b>GKN Precision Aerostructures</b>	Wellington	England	GKN PLC	200	Manufacture structural aircraft parts	Aviation
<b>GKN Wichita</b>	Wichita	England	GKN PLC	12	Manufacture industrial wheels and machinery parts	Advanced Mfg
<b>Heroux-Devtek</b>	Wichita	Canada	HEROUX-DEVTEK	80	manufacture aircraft hydraulics	Aviation
<b>IPECO Inc.</b>	Wichita	England	IPECO	18	airplane seats	Aviation
<b>KMW</b>	Sterling/Great Bend	Germany	Wilhelm Stoll	80	Manufactures front-end loaders	Advanced Mfg
<b>Konica-Minolta</b>	Wichita	Japan	KONICA - MINOLTA	40		Other
<b>KUHN Krause Inc.</b>	Hutchinson	France	KUHN GROUP	250	Manufacture agricultural equipment	Ag Mfg
<b>LML Payment Systems Corp</b>	Wichita	Canada	LML PAYMENT SYSTEMS INC	20	Financial payment processor	Fin'l Svcs
<b>LML Payment Systems Corp</b>	Wichita			20 to 49	All Other Information Services	
<b>Lodging Enterprises LLC</b>	Wichita			10 to 19	Hotels (Except Casino Hotels) & Motels	
<b>Logit Group</b>	Wichita	Canada	Logit	10 FTE/20 PT	Market research	Services

	ta		Group		call center	
<b>Morton Salt</b>	Hutchinson	Germany	K+S GROUP	160	salt	Agriculture
<b>Nitride Solutions</b>	Wichita	S Korea		10	<u>Advanced materials</u>	
<b>Pulse Systems</b>	Wichita	France	Cegedim		develops software to support health care practices in billing and electronic medical records	Services
<b>Randstad North America</b>	Wichita	Netherlands	Randstad Holding NV	5	employment services	Other
<b>Reifenhauser, Inc.</b>	Maize	Germany	Reifenhauser Group	10	Sales & Service	Plastics Mfg
<b>Reiloy USA Corporation</b>	Maize	Germany	Reifenhauser Group	50	Manufactures screws & barrels for plastic extrusion	Plastics Mfg
<b>Ritchie Paving</b>						
<b>Senior Aerospace Composites</b>	Wichita	England	SENIOR PLC	210	manufacture composite parts for aircraft industry	Aviation
<b>Siemens Building Technologies</b>	Wichita	Germany	SIEMENS AG	n/a		
<b>Siemens Wind Power</b>	Hutchinson	Germany	SIEMENS AG	300	Manufacture wind turbine nacelles	Advanced Mfg
<b>Signature Flight Support</b>	Wichita	England	BBA AVIATION		flight support	Aviation
<b>Takako America</b>	Hutchinson	Japan	TAKAKO INDUSTRIES, INC./KYB	135	Manufacture hydraulic precision metal component parts	Advanced Mfg
<b>The Golf Warehouse (TGW)</b>	Wichita	France	Redcats	##	Sports retailer	Retail
<b>TKS Aerospace</b>	Hutchinson	Germany	THYSSENKRUPP AG	14	Warehouse/distribution of processing materiel for	Aviation



					aircraft	
<b>TMX Aerospace</b>	Park City	Germany	THYSSE NKRUPP AG	120	Warehouse/distribution of processing materiel for aircraft	Aviation
<b>Trans Pacific Oil Corporation</b>	Wichita	Japan	TRANS PACIFIC OIL CORPORATION	10	Oil and gas exploration, contract drilling	Energy
<b>United Instruments Inc</b>	Wichita			10 to 19	Other Aircraft Parts & Auxiliary Equipment Mfg	Aviation
United Instruments, Inc.	Wichita	Japan	TOKYO AIRCRAFT INSTRUMENT COMPANY, LTD.	20	Manufacture aircraft instruments	Aviation
<b>Viega North America</b>	McPherson	Germany	VIEGA GMBH & CO KG	200	Manufacture plumbing & heating fixtures	Plastics Mfg
<b>Viega North America</b>	Wichita	Germany	VIEGA GMBH & CO KG	50	North American HQ, manufacture plumbing & heating fixtures	Plastics Mfg
<b>Vitran Express</b>	Wichita	Canada	VITRAN	100	Freight services and distribution	Freight Services
<b>Wescon Controls LLC</b>	Wichita			100 to 249	Relay & Industrial Control Manufacturing	
<b>Wescon Plastics LLC</b>	Wichita			100 to 249	Relay & Industrial Control Manufacturing	
<b>Wurth</b>	Wichita	Germany	WURTH	10	Wind component logistics center	Advanced Mfg

## Appendix C: In-Progress Deliverables Report

Pre-planning & Implementation Process	
Form Core Team	Complete
Form Steering Committee	Complete
Develop Meeting & Plan Deliverables Schedule	Complete

Full FDI Market Assessment; as of 5/24/16	
Data Analysis	Near completion
Market Insight- Interviews:	
Foreign-Owned Enterprises	13
Other Actors	6
Average time per interview	110 minutes

Meetings Conducted to Date	
Core Team	3
Steering Committee	2
Brookings Teleconferences	4+
Brookings In-Market visit (March 29-30)	4 community meetings; 1 core team and 1 steering committee meeting

FDI Plan - by Chapter or Section	
Rationale & Response	Final Draft Complete
Key Findings	Complete
Interaction between Exports and FDI	Complete
Goals & Objectives	
Strategies & Tactics	
Performance Measurements	
Implementation Plan	
Budget	
Summary of Key Policy Proposals	
Marketing & Communication	Announcement of FDI project to media complete
Recommendation/Pieces	