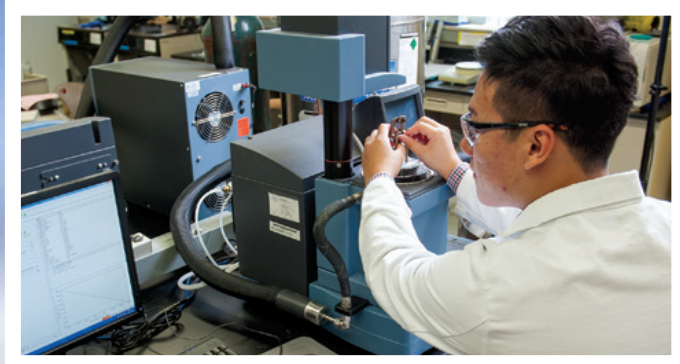


GREATER Manhattan

KANSAS



**GREATER
MANHATTAN**
Economic Partnership

**Crop Science,
Grain Science,
and Milling**

Industry Overview

SOMETHING **SPECIAL** IN BETWEEN



THE GREATER MANHATTAN REGION

Something Special In Between

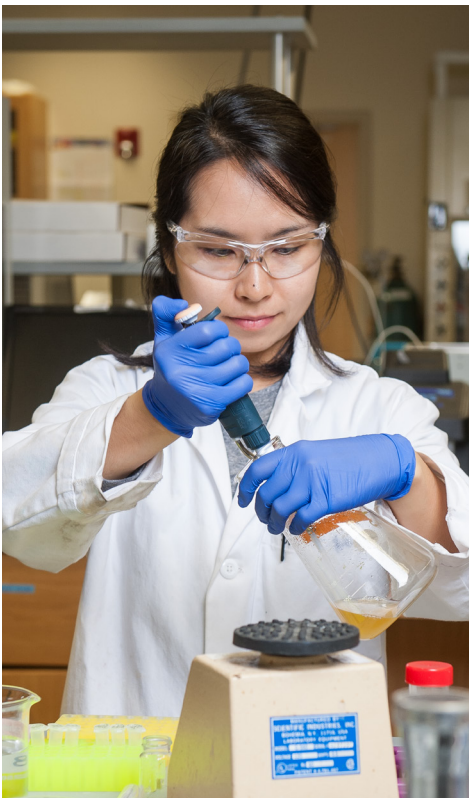
Over the past century and a half, our region has become an international leader in agricultural research and innovation, largely thanks to the presence of Kansas State University, one of the original land-grant universities and Big XII member. Our unique mix of facilities, researchers, students and businesses have made the Greater Manhattan region special — a place centrally located in between the coasts, featuring both the cultural amenities of a larger city and the laid-back, friendly atmosphere of a small college town.

As the USDA National Bio and Agro-Defence Facility (NBAF) prepares to begin opening the first BSL-4 laboratory in the U.S. capable of housing cattle and other livestock, our region will further cement its role as the anchor of the Kansas City Animal Health Corridor, stretching east from Manhattan through Kansas City to Columbia, Missouri. NBAF will make this region a critical research nexus for zoonotic diseases and preventative vaccines, bringing together public and private entities to combat the next global pandemic.

Let's talk about why the Greater Manhattan region, nestled in between the beautiful Flint Hills of Kansas, should be part of your business expansion and relocation plan.

- ◆ **#2 Public University in U.S.** (Learn.org, based on graduation rates, tuition prices, student retention, study abroad opportunities, and campus beauty, 2019)
- ◆ **Top Ten Mid-Size City for Entrepreneurs** (Entrepreneur Magazine, based on economic health, employment growth, safety and more, 2017)
- ◆ **#2 Best Place to Live in America** (Livability.com, based on economics, housing, quality of place, demographics, education and health care, 2018)





"Kansas Wheat Commission chose to locate in Manhattan because of the unique proximity to Kansas State University and USDA research and extension expertise. Manhattan creates unique opportunities not just in the U.S., but in the world, to bring together all segments of our industry."

Justin Gilpin, CEO, Kansas Wheat

Regional Business and Research Assets

KANSAS STATE UNIVERSITY

- ◆ National Agricultural Biosecurity Center
- ◆ Biosecurity Research Institute
- ◆ Center of Excellence for Emerging and Zoonotic Animal Diseases
- ◆ International Grains Program

GOVERNMENT

- ◆ USDA National Bio and Agro-Defense Facility
- ◆ USDA Center for Grain and Animal Health Research
- ◆ Kansas Department of Agriculture

AGRICULTURE ORGANIZATIONS

- ◆ Kansas Wheat Innovation Center
- ◆ Kansas Wheat Commission
- ◆ Kansas City Animal Health Corridor
- ◆ Kansas Farm Bureau



CROP SCIENCE, GRAIN SCIENCE, AND MILLING

K-State is a world leader in small grain research, collaborating with private industry to provide deep expertise that extends from inputs, technology, natural resources, and genetics to crop production, processing, consumption and post-consumption. In addition, our grain science researchers are developing a new specialty in pet food nutrition and production.

Why Is Manhattan, Kansas, the “center of the small grain” universe?

Manhattan is a nexus of academic, professional and research organizations involved with wheat, sorghum, soybeans, corn, and other food crops:

- ◆ Home to the Kansas Wheat Innovation Center, the Kansas Wheat Commission and the International Grains Program Institute
- ◆ One of only two universities in the country with grain science programs. Kansas State University's Department of Grain Science and Industry includes bakery science, feed science, and milling science undergraduate, graduate, and online education, along with numerous professional development opportunities
- ◆ Four \$100 million USDA-funded Feed the Future Innovation Labs that research post-harvest loss on grain products and the production of food crop plants
- ◆ USDA Center for Grain and Animal Health Research
- ◆ Precision agriculture program through Highland Community College



- ◆ **Corteva Agriscience**
- ◆ **Topcon Agriculture**
- ◆ **Kansas Wheat**

“Being close to K-State gives us access to a highly educated workforce. We also have intern opportunities, so being close to the ag school makes it much easier to recruit students to interact with us and learn. We can also collaborate with different crop researchers at K-State to do research projects that benefit both of us.”







Les Kuhlman, Evaluation Zone Lead, Corteva Agriscience



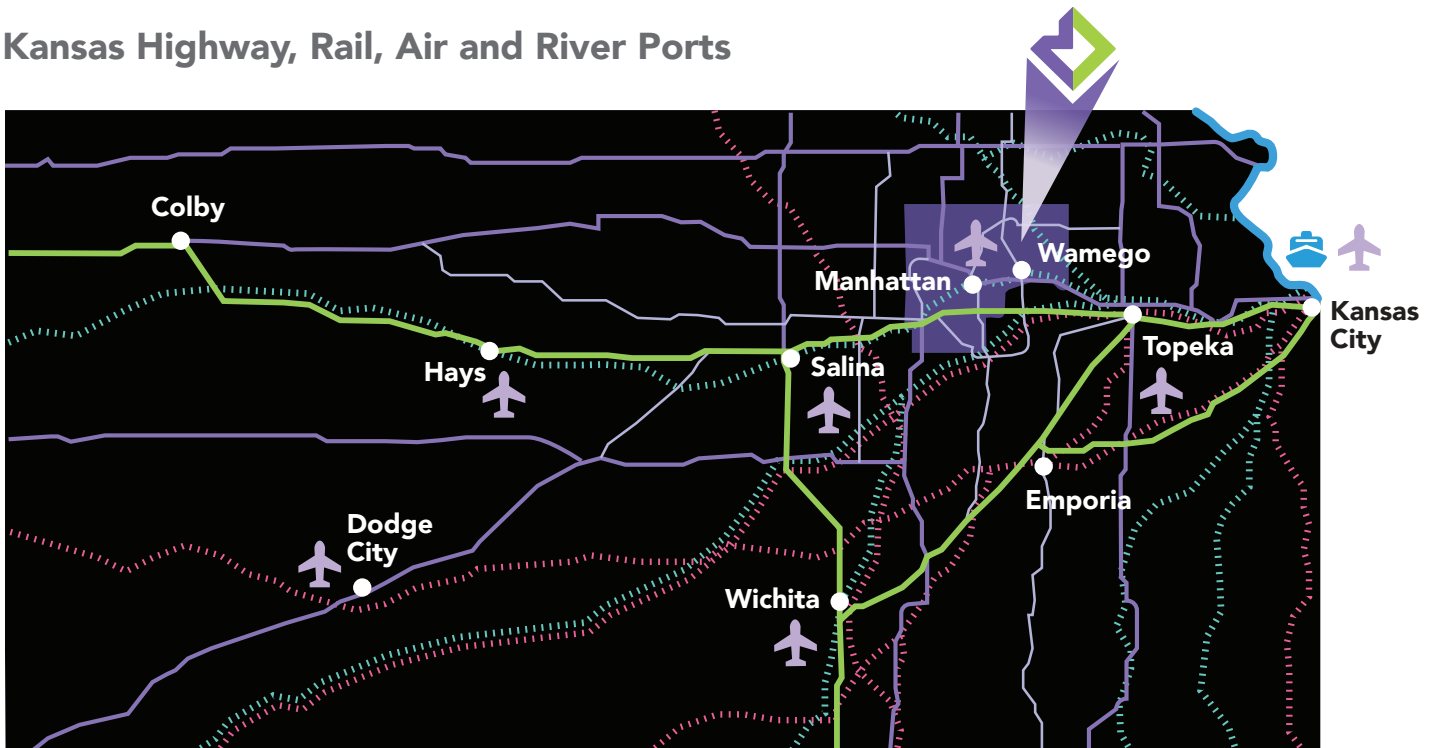
LOCATION AND TRANSPORTATION

Smack dab in between every place your business needs to be:

- ◆ Two hours to Kansas City, Lincoln, Wichita
- ◆ Multiple daily jet flights to Chicago and Dallas
- ◆ Easy access to I-70 and I-35, PortKC, US 24, 36, 75, 77 and many state highways
- ◆ Public bus service in and between communities

-  Interstate Hwy
-  US Highway
-  UP Railroad
-  BNSF Railroad
-  Missouri River
-  Airports & River Ports

Kansas Highway, Rail, Air and River Ports

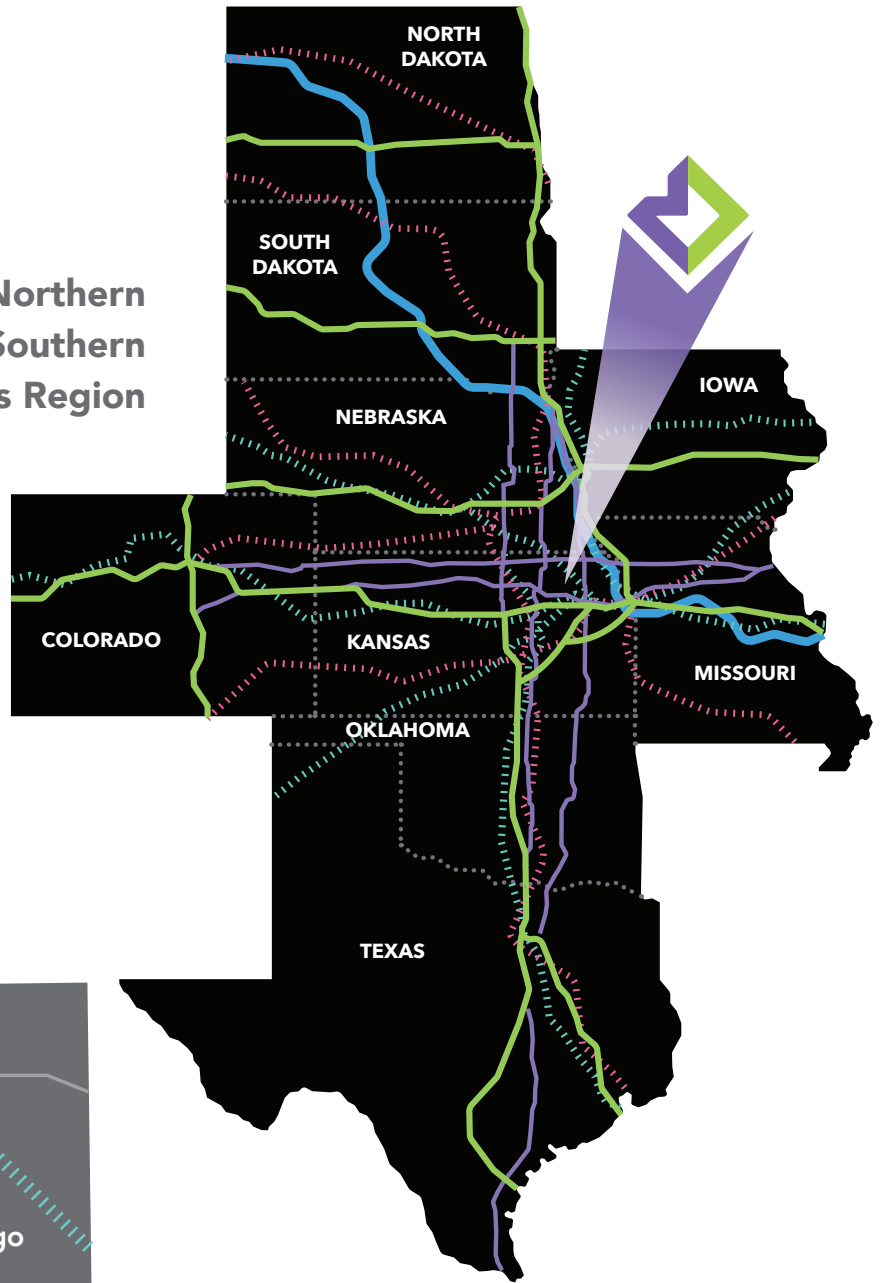


LOCATION AND TRANSPORTATION

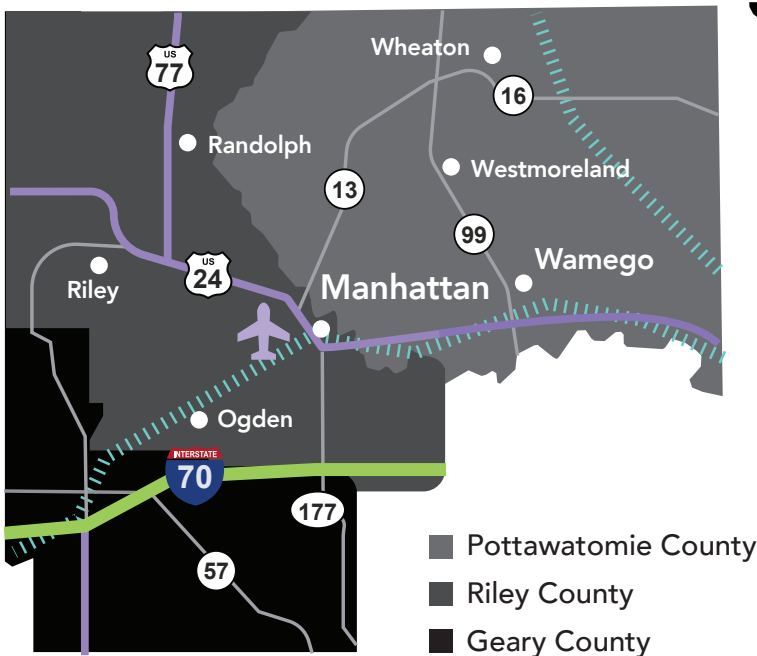
"The commissioning of NBAF will place a global spotlight on Manhattan as the world's preeminent location for research on emerging, zoonotic and high impact animal diseases that are not currently in the United States."

Dr. Bonnie Rush, Dean,
College of Veterinary Medicine,
Kansas State University

Northern and Southern Plains Region



Greater Manhattan Region



- Interstate Hwy
- US Highway
- ⋯ UP Railroad
- ⋯ BNSF Railroad
- Missouri River
- Airports



DEMOGRAPHICS AND WORKFORCE

Who We Are

Kansas State University attracts highly educated faculty, graduate students and spouses from all over the world, providing our region a rich employment pool. And don't forget the thousands of graduating students, 64% of whom would stay in Manhattan for the right opportunity, according to a recent survey. From hundreds of disciplines, your business's next generation of hard-working talent is ready and eager to get started.

Our diverse region is also host to Fort Riley, home of the U.S. Army's storied 1st Infantry Division, which contributes more than \$3.8 billion to our regional economy. With 15,000 soldiers, 18,000 family members and 31,000 retirees and veterans in our region, Fort Riley is a rich source of experienced, disciplined talent for your business. About 40% of military members exiting the military from a posting in Kansas choose to make their permanent home in our state.

With the opening of NBAF soon, our regional workforce is already expanding to include a critical mass of scientists and others from around the globe who help to prevent animal, plant and zoonotic diseases. These world-class scientists — working in both the public and private sectors — will now call Manhattan home as they fight daily to protect our health and food supply.

130,000
RESIDENTS

30,000
STUDENTS

47,000
EMPLOYEES





TENTH
 MOST-EDUCATED
 Small City in America

AdvisorSmith.com, 2020

TOP THIRTY
 "Best Small Place for
 Business and Careers"
 eight years running

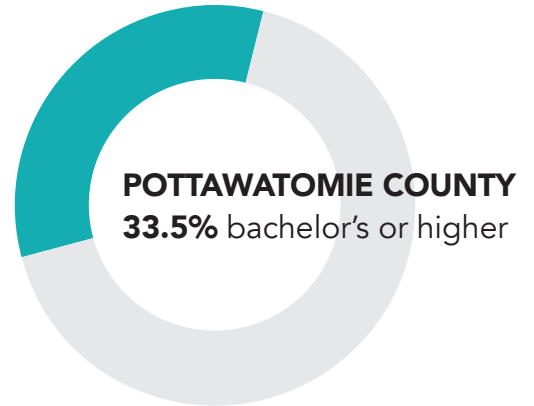
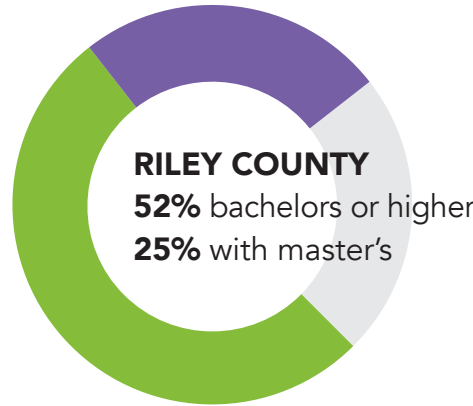
Forbes, 2010-2017



1,800 Fort Riley soldiers transitioning out of the US Army annually



6,000 higher-ed degrees awarded annually



What We Know

Our region has a rich array of technical and professional educational opportunities in addition to Kansas State University. With three community college campuses, Manhattan Area Technical College, and Manhattan Christian College, our region makes continuing professional development easy and affordable. In addition, Pottawatomie County has been an ACT® Certified Work Ready County since 2016 and a national leader in achievement, with a rapidly growing number of current, transitional and emerging workers who are certified work-ready for essential skills such as applied math, reading for information and locating information.

"Manhattan is the center of the agrodefense world in the United States. We have the Center of Excellence for Emerging and Zoonotic Diseases, the Biosecurity Research Institute and now the National Bio and Agro-Defense Facility (NBAF) that place Manhattan in a strategic national role for biodefense. We wanted to be part of it and that was the decision for us."

Willy Valdivia, CEO, Orion Biosciences





INCENTIVES

Make us your first call about these — and many other — business incentives. We will work with you from day one to put together the right package to maximize your profit potential.

State of Kansas

- ◆ **Promoting Employment Across Kansas (PEAK):** The PEAK program has incentivized business relocation and expansion since 2009 by allowing eligible companies to receive 95% of the Kansas withholding tax of PEAK-eligible employees/jobs that are paid at or above the county median wage where the PEAK business facility is located.
- ◆ **Kansas Industrial Training (KIT):** The KIT program covers many costs involved in job creation and training including instructor salaries, curriculum planning, materials and other costs.
- ◆ **Kansas Industrial Retraining (KIR):** The KIR program covers many costs of job retention and retraining for employees of restructuring companies who may lose their jobs because of inadequate or obsolete skills.
- ◆ **High Performance Incentive Program (HPIP):** HPIP provides tax incentives to employers that pay above-average wages and have a strong commitment to skills development for their workers. The program provides a substantial investment tax credit for new capital investment in Kansas and a related sales tax exemption.
- ◆ **Machinery Sales Tax Exemption:** The sale of machinery and equipment (including repair and replacement parts and accessories) which is used in Kansas as an integral or essential part of an integrated production operation by a manufacturing or processing plant or facility is exempt from sales tax.



City of Manhattan

The City of Manhattan's business incentive efforts are focused on the creation of high-paying jobs, working closely with the Manhattan Area Chamber of Commerce and regional partners.

- ◆ Customized packages that include tax abatements, loans, grants, IRBs, training support, infrastructure improvements
- ◆ Dedicated city sales tax for economic development
- ◆ Three Federal Opportunity Zone tracts adjacent to Kansas State University



LIVABILITY

At times, you will feel as if you're in a big city, and at others, you're back in your own hometown. In the Greater Manhattan region, you can see Yo Yo Ma or Kristin Chenoweth on Friday night on the K-State campus, then run into your kid's teacher while grocery shopping on Saturday morning. In the fall, immerse yourself in a full-on Power Five Conference football game experience — don't miss the tailgating! — and in the summer, "ooh" and "ahh" at one of the largest fireworks shows in the Midwest.

The Greater Manhattan, Kansas, region sits in one of the only existing tracts of tallgrass prairie left on Earth, right in the middle of the US. Whether hiking on the Konza Prairie, boating on Tuttle Creek and Milford reservoirs, or exploring the Tallgrass Prairie National Preserve, families can slow down and experience nature in unique ecosystems that exist nowhere else.

We believe in investing in the walkability and outdoor experiences of our communities with lovely parks, numerous walking trails and robust parks and recreation programs. Our education-oriented region values our award-winning school districts, lifelong learning opportunities and many arts and enrichment organizations.

Downtown Manhattan has become a foodie hotspot for its fine dining establishments, breweries and casual restaurants. And our unique shopping boutiques and trendy entertainment options will keep you and your family well supplied and amused!





One of the "Ten Best College Towns in America"

American Institute for Economic Research, based on demographics, economic health and safety, 2017

#2 Best Small Metro for Successful Aging

Milken Institute, based on livability, health care, wellness, financial security and community engagement, 2017

Manhattan High School named to America's Most Challenging High School list

The Washington Post, ten years running, 2018

#2 Best College Town in America

Livability.com, based on campus environment, economic health and leisure options, 2019



"An inviting and dynamic quality of life coupled with a strong pool of local talent to tap from make Manhattan a great location to start a business. CivicPlus takes great pride in hiring military veterans, having a robust paid internship program, and sponsoring many Kansas State scholastic, athletic, and performing arts events and programs. These kinds of opportunities only exist within a city that embraces and fosters an adaptable and entrepreneurial mindset."

Ward Morgan, Owner, CivicPlus



LET'S TALK!

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