

Positioning for the future

An enormous amount of effort is required to let the world know that the Great Plains Industrial Park (GPIP) may be the perfect place for that new start-up or expanding industry.

Helping formulate the message is the Advanced Manufacturing Institute (AMI) of Kansas State University, an accredited university center for the U.S. Economic Development Administration (EDA).

Last fall AMI was successful in obtaining a three-year grant from the EDA to assist in a handful of projects across Kansas, as part of its recertification process. Under its contract with Great Plains Development Authority (GPDA) the authority will invest \$40,000 per year, which is matched by a like amount from the EDA.

Development support is the core of the contract, including the creation of a strategic marketing plan. Also included will be a multitude of research and business development functions.

A specific item involves the creation of a networking process that is ready to utilize immediately when an industrial prospect is interested. This includes developing ready relationships with potential partners like rail, the inland port, transportation, the Kansas Department of Commerce, research institutions and others.

Having relationships already established with partners will demonstrate to

GOVERNOR VISITS GPIP



Photo by Skip Smith

Governor Sam Brownback made his first official visit to Southeast Kansas, March 24, and included a tour of the Kansas Army Ammunition Plant with representatives of the Great Plains Development Authority. Great Plains CEO Dan Goddard (left) and chairman Bob Wood (right) thank the governor for his time as they drop him off for a news conference. (see story on page 2)

prospects that a location at GPIP isn't just about obtaining a piece of property; it's also about them finding a broad base of partners who can help ensure their success.

An example of this could be a university research department helping deter-

mine whether there is a marketable use for some byproduct, and if so, how that byproduct could be developed.

Visualizing the potential for the industrial park goes beyond simply selling property. Other objectives of the AMI contract involve exploring and evaluating the feasibility of non-traditional industrial park business development strategies, and investigating possible opportunities that the former military mission makes possible.

The AMI team has already provided valuable and immediate assistance in responding to a recent site selector's request for information, resulting in its strong interest and a planned site visit.

Continued on pg. 3



Principals from the AMI are Jeff Tucker, Dale Wunderlich and Bret Lanz. AMI and GPDA have partnered in a three-year, quarter-million dollar grant contract for marketing and global positioning of the Great Plains Industrial Park.

Shhh...

Did you know that a prospective company is coming to town? That's right; representatives from an internationally-positioned company are interested in a large-acre tract and want to come see for their selves what makes us a desirable place for them to expand.



While we can't share with you who, what or when, due to a confidentiality agreement, it is important that citizens remember that every resident is an ambassador of the community.

Will the stranger at the convenience store or restaurant be judging the community based on the comments of the clerk behind the counter? It's entirely possible.

The rebuilding of lost jobs won't happen overnight, but with everyone's help, it will happen!

Governor visits GPIIP

Governor Sam Brownback made his first official visit to the Southeast Kansas region on March 24, touring the Kansas Army Ammunition Plant.

As a U.S. Senator, Brownback worked diligently to advance the transfer of the BRACed ammunition plant to the Great Plains Development Authority. Upon returning to Kansas, as governor, he brought with him his knowledge of the project and his commitment to keep it moving forward.

While Brownback previously toured the plant, as an active munitions manufacturing base, this tour provided him with the

development authority's vision for its future as Kansas' most exciting industrial park.

Brownback, his press secretary and administrative assistant, were joined by Rep. Rich Proehl, GPDA chair Bob Wood, CEO Dan Goddard and deputy director Ann Charles.

Brownback was told that once the transfer is complete, the industrial park will more than double the amount of large-acre tracts available in Kansas – an important asset for the state to attract certain kinds of industry.

QUESTIONS ABOUT THE TRANSFER?

If you have a question about the transfer process of the Kansas Army Ammunition Plant or concerns about the property itself, please drop us an email or call the office and we'll get you an answer.

Address questions to Ann Charles, acharles@parsonsk.com or call 620-421-1228.

BOARD OF DIRECTORS

Bob Wood

Chairman

Dan Peterson

Vice-chairman

Montie Taylor

Secretary/Treasurer

James McCarty

Past Chairman

Gary Beachner

Carolyn Kennett

George Knox

Steve Lewis

Pete Rhodes

—EX-OFFICIO MEMBERS—

Brian Kinzie

Labette Co. Commissioner

Lance Hedges

KS Dept. of Wildlife & Parks

Craig VanWey

KS Dept. of Commerce

STAFF

Daniel Goddard

Chief Executive Officer

Ann Charles

Deputy Director

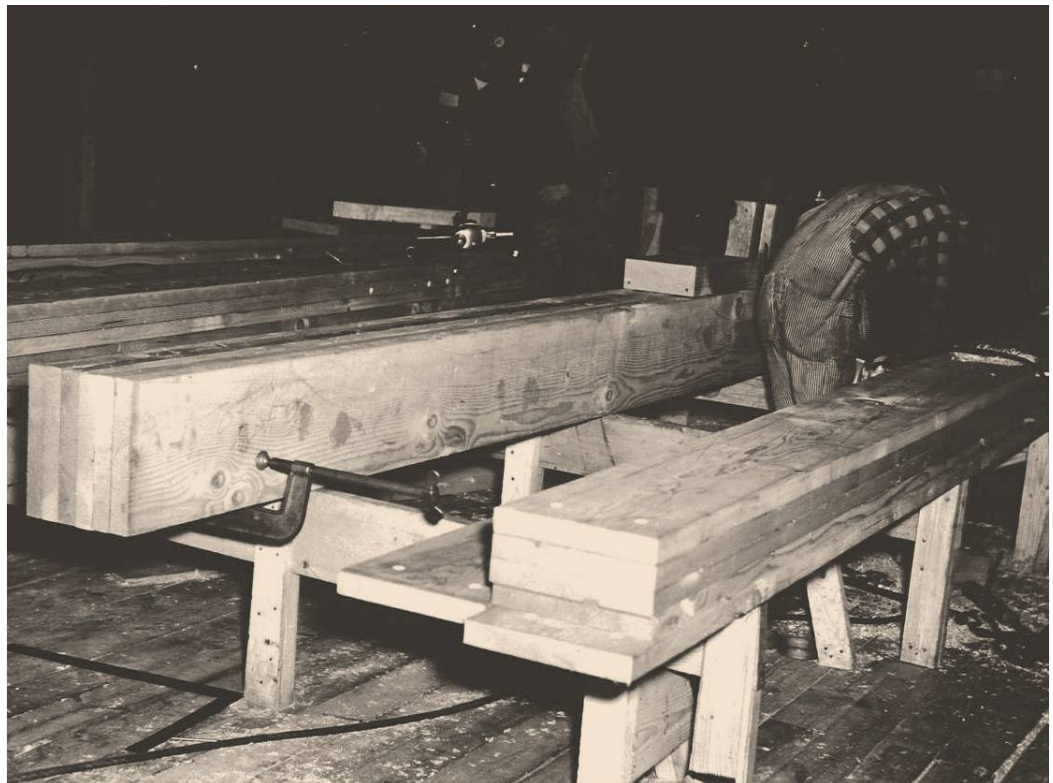
Larry Hastings

Property Manager

Marti Morris

Office Manager

FROM THE PAST...



Many former employees have talked about the great wooden beams in the production areas KSAAP. In this 1941 photo, laborers are shown clamping together glued boards to create massive beams.

If you have a historical photo, please call or email: 620-421-1228 or mmorris@parsonsk.com.

Regulators making progress

How many regulators does it take to insure that a former ammunition plant is environmentally safe? Lots! Then toss in a healthy dose of attorneys.

And the biggest challenge is getting everyone on the same page. “Regulators” is the term used to describe personnel from both the U.S. Environmental Protection Agency (EPA) and the Kansas Department of Health and Environment (KDHE). They, and their cadre of attorneys that interpret tomes of regulations, are the scientific brains behind the process.

It shouldn’t take too much imagination to envision one of the Great Plains’ regulatory meetings discussing the disposal of PCB paint, which was used throughout production areas at KSAAP: EPA walks in with a half dozen people, as does KDHE. Army has personnel fly in from the Pentagon, and Great Plains walks in with its environmental engineers from Denver.

And was it mentioned that everyone has at least one attorney to help determine whether the final draft uses the word “shall” or “will?”

It’s easy to get four hours into one of these meetings and feel like everyone has lost sight of the big picture. Human nature often has people digging their heels in on a preferred process when, in reality, there may be other acceptable options. There’s also the issue of congressional authority, federal funding, state regulations and community need.

It is truly a wonder that any of the meetings can be productive.

In spite of the challenges though, recent meetings have resulted in closing many gaps, and once more the process is moving forward.



A regulators meeting was held in Parsons on Mar. 23, at Labette Bank. Pentagon representatives (center) included David Minvielle and Hank Procter, and KSAAP commander’s representative Don Dailey (right). Also pictured are Peggy Llewellyn (far left), Matrix Environmental Services construction manager, and GPDA’s CEO Dan Goddard (standing).



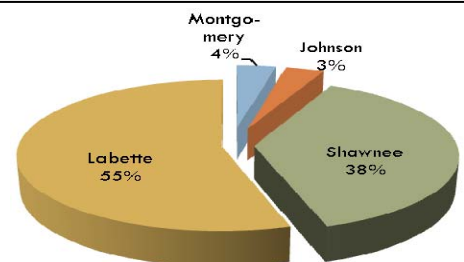
A few of the environmental regulators attending the March 23, meeting in Parsons, included Gary Blackburn and Pat Casey for KDHE (left) and Lynn Slugantz and Becky Weber for EPA.

Positioning (continued from page 1)

Jeff Tucker is AMI’s associate director. Other members of the team are Bret Lanz, commercialization and marketing, and Dale Wunderlich, product development. Other staff members and students will be brought on board as needs and deadlines dictate.

Great Plains currently owns 600 acres on which development can begin, and

another 6,100 acres is to transfer this year. With rail, water, sewer, access to fiber optics, the Port of Catoosa and its proximity to I-44, GPI’s large acre, single-owner parcels offer an exciting economic opportunity for all of Southeast Kansas.



Projected distribution of large developable acreage, with the addition of GPI.

The Heart of the Community: VOLUNTEERS

What if? These are two small words with a lot of impact on all of us. What if you had dropped out of high school? What if you had invested in gold when it was selling for \$32.00 an ounce? What if you had been in New York in September of 2001? What if you win the lottery? I guess we could all “what if” things to death. But there is one “what if” that affects every single one of us. What if there were no volunteers in our community?

There would be no 4-H, no Girl or Boy Scouts, no Big Brothers and Sisters, no Arboretum, no Farm Heritage, Katy Days, or Balloons Bikes BBQ and Blues festivals, no Bright Touch, and Rotary, Kiwanis, Lions and Suroptomist community projects would evaporate, and the list goes on and on. But even deeper than these community activities is the work done by volunteer boards that advise our government and public organizations. The people who serve on these boards, for the most part, are appointed, but they are all volunteers. They direct the day to day operations that we may take for granted. Examples are the City and County Zoning Committees, the Chamber of Commerce, the Labette Health Board of Directors, the Parsons Tree Board, the Community Foundation Board, the Great Plains Development Authority (GPDA) Board of Directors, and more. For the remainder of this short essay, I want to dwell on the GPDA Board.

The GPDA Board is composed of nine people from Labette County who are appointed by the County Commission. Their expertise includes insurance, banking, private business, education, agriculture, real estate and title, transportation, and economic development. Their mission is twofold. First, the successful transfer of 8,700 acres of property from the US Army to the GPDA for the creation of the majority of the Great Plains Industrial Park (GPIP). And secondly, once transfer is complete, to develop the GPIP as a multi-use industrial park with the

objectives of job creation and business investment in our community.

The GPDA Board members have committed their time and talents to a monumental task. Every hour they spend in preparation time and at meetings as board members is at the expense of their business activity and their personal lives. Sometimes they will leave Parsons at 3:00 am to catch a flight from Kansas City for an all day meeting in Washington, D.C. and return on a late flight only to arrive home after midnight. All of this time is as a volunteer with no financial compensation. I am in awe of their dedication as I am sure other boards' staffs are of their board members. Quite frankly, our organizations would not exist without these dedicated professionals whose efforts go largely unnoticed.

So, the next time you see a volunteer who donates their time and effort to better our community as a board member, youth leader, event volunteer, as a person who is working to improve our community appearance, or doing anything to help others, stop and say thank you for your service. One final thought, there is always more room on the bus for more volunteers!

FROM THE CEO'S DESK



Daniel Goddard,
Chief Executive Officer

GREAT PLAINS
DEVELOPMENT AUTHORITY
1209 CORPORATE DRIVE #6
PARSONS, KS 67357

TO:

email: mmorris@parsonsksk.com

GREAT PLAINS INDUSTRIAL PARK
EMBRACE THE OPPORTUNITY
www.greatplainsindustrialpark.com