

**(Only one copy of the payment form - page 6 - is required)**

☒ I have included an electronic copy of my complete entry.

For Office Use Only: \_\_\_\_\_



## **2011 IEDC EXCELLENCE IN ECONOMIC DEVELOPMENT AWARDS ENTRY FORM**

*Please complete this section for all entries.*

*Include 5 hard copies of the Entry Form and all supplemental information with your submission.*

Organization: **Village of Lisle**

Contact Name: **Catherine Schuster**

Email: **cschuster@villageoflisle.org**

Project/Item Name: **Sustainable and Green Development**

Category for Entry: **Program Awards**

Population Category (<25K, 25-200K, 200K-500K, >500K): (Choose One) **Less Than \$25,000**

Date Project Began: **2009**

Date of Completion (if applicable): **N/A**

For Entries in Categories 9 & 10, Enter Your Web Site URL: \_\_\_\_\_

### **PROJECT DESCRIPTION**

*Please refer to the **Category Description and Judging Criteria Sheet** corresponding to your category when answering the following questions in the space provided.*

#### **Select:**

- ☐ Promotional Award Categories 1-8 – **See Sheet A** (page 9)
- ☐ Internet and New Media Categories 9-11 – **See Sheet B** (page 10)
- ☒ Program Award Categories 12-22 – **See Sheet C** (page 11-12)
- ☐ Partnership Award Categories 23-25 – **See Sheet D** (page 13)
- ☐ Leadership Award Categories 26-30 – **See Sheet E** (page 14)

*Special Note: The below section is not required for the Leadership Award categories. Please complete a profile of the individual's achievements.*

THIS SECTION IS INTENDED TO PROVIDE AN OVERVIEW OF THE PROJECT. PLEASE KEEP ANSWERS TO EACH QUESTION UNDER 200 WORDS.  
YOU MAY EXPAND ON THIS INFORMATION IN A SEPARATE PROFILE OF NO MORE THAN 3 PAGES, DOUBLE-SPACED.

1. Please provide a brief description of the project.

2. What is the goal or purpose of this project?

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3. Who are the participants in this project? Who was involved in planning/implementation? Who is affected?

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4. What has been the impact of the project? How effective has it been in furthering economic development in your community? Identify any tangible and/or intangible results and value added.

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5. Is this project replicable or transferable? Can it be adapted for use in other communities? What lessons have been learned?

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6. In what ways is this project innovative or creative?

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7. Are there any other relevant details not covered above or specific to your category?

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## **CATEGORY DESCRIPTIONS AND JUDGING CRITERIA**

### **A. PROMOTIONAL AWARDS**

**PLEASE REFER TO THIS SHEET WHEN COMPLETING THE PROJECT DESCRIPTION SECTION OF THE ENTRY FORM FOR A PROMOTIONAL AWARD.**

These awards recognize innovative and effective marketing materials used for attracting, retaining and fostering business as well as communications vehicles used by economic development organizations.

#### **Judging Criteria for Categories 1-8:**

Promotional Awards will be judged by the following criteria:

- Effectiveness of the promotion
- Innovation/creativity
- Quality and completeness of information
- Contribution to the economic development profession

#### **Descriptions:**

##### **1. General Purpose Brochure**

A brochure introducing your state, province, community, region or area to prospects for industrial, commercial, retail, or general development opportunities. The most effective brochures create a positive image of the area for its quality of life and cultural, educational, or other attributes.

##### **2. Special Purpose Brochure**

A brochure designed for a special purpose, such as promoting an industrial park or other specific types of promotions.

##### **3. General Purpose Promotion**

A promotional piece (other than a brochure), series of promotional pieces or promotional campaign including but not limited to a folder, poster, print ad, direct mail campaign or other campaign.

- *Mount item(s) on heavy stock with 1 inch margins.*

##### **4. Annual Report**

A report summarizing an economic development organization's annual activities and/or fiscal highlights.

**Date:** May 12, 2011

**To:** IEDC Awards Committee

**From:** Catherine Schuster, Lisle Economic Development Director

**Re:** Sustainable and Green Development  
The Sustainable Lisle Business Partnership, "Green By Choice"

**1. Please provide a brief description of the project.**

Lisle, "The Arboretum Village," has a great appreciation for nature. The world renowned Morton Arboretum, 1,700 acres of woodlands, wetlands, prairies, lakes and meadows, serves as the Village's brand inspiration. To honor this nature connection, the Village is encouraging green or sustainable initiatives throughout the community.

Lisle businesses support this green focus by joining the Sustainable Lisle Business Partnership or Green By Choice, which focuses on meeting the needs of consumers, while reducing waste and conserving natural resources. Participating businesses receive a green audit, sell sustainable products/services and incorporate sustainable practices into their operations.

Members display Green By Choice decals in windows and colorful tent cards in their stores. These materials thank consumers for supporting the green business and direct them to the Village's website to review the Green Directory of Lisle businesses.

The directory lists each participating business and reviews its green products/services, sustainable operations and highlights any special green initiatives.

To promote the Green By Choice Program, the Village, community organizations and local businesses participate in joint marketing campaigns. A new website, [www.refreshinglygreen.com](http://www.refreshinglygreen.com) was also created.

The program also focused on increasing business recycling, electronic recycling and greening various industry segments such as hotels, car dealerships and restaurants.

## 2. What is the goal of this project?

Program goals include:

- Encourage Lisle businesses to become more sustainable, preserving natural resources for future generations and reducing waste – encourage responsible stewardship
- Compliment the sustainable practices of other Lisle sectors (such as residential) so the entire community becomes “greener”
- Respond to consumer demand for increasingly green products, services and responsible business operations
- Facilitate joint marketing opportunities which ensure cohesive, consistent messaging and reflect the Village’s nature based brand as “The Arboretum Village”
- Serve as an economic strategy to increase business vitality and establish a competitive edge in the marketplace.
- Attract tourists interested in supporting green businesses – i.e. hotels offer green guest experiences such as green weddings, green business meetings, green vacations, visits to The Morton Arboretum and shopping/dining at Green By Choice businesses
- Attract new green businesses into the community, bringing new jobs and sales tax revenue
- Help existing businesses thrive
- Foster increased green business to business sales
- Build strong community partnerships

## 3. Who are the participants of the project? Who was involved in planning/implementation? Who is affected?

The Green By Choice Program has affected Lisle and the surrounding communities and even has a global reach.

SCARCE, a local environmental organization, conducted fifty green audits and educated businesses about how to become more sustainable. To expand the program, the Village offered a Sustainable Internship opportunity to

Benedictine University. After receiving training, an intern performed green audits and organized the first Lisle business electronics recycling event in a parking lot of a local Lisle business.

Lisle's major community organizations joined the program including The Morton Arboretum, the Chamber, the Convention and Visitor's Bureau and the Lisle Park District. More than 80 Lisle businesses joined the program, including all four branded hotels (Hilton, Hyatt, Marriott and Wyndham). Neighboring organizations such as SCARCE, DuPage County and the College of DuPage also assisted.

While the program originally centered on retail businesses, offices have also become members. In addition, businesses are enjoying increased business to business sales from green members.

Consumers from Lisle and other communities patronize Green By Choice businesses and learn about sustainable products and services. The Green Directory lists numerous global green charities supported by Green By Choice businesses, offering consumers the chance to impact these global initiatives.

**4. What has been the impact of the project? How effective has it been in furthering economic development in your community? Identify any tangible and/or intangible results and value added.**

Eighty two businesses have become Green By Choice members, offering sustainable products/services and incorporating sustainable initiatives in their operations. This has educated business owners and consumers and results in reduced waste and conserved natural resources.

Lisle is attracting new green businesses which bring jobs and sales tax revenue. Examples include: Air Cycle, Aquascape and Tailored Space Cabinetry

Green By Choice has served as a unifying theme, reinforcing Lisle's green/nature based brand and providing a consistent, relevant message to the public. Joint marketing initiatives between the major community organizations, the Village and local businesses help educate the public, stretch limited marketing dollars, reflect the Village's brand and provide a competitive edge

Green By Choice fostered cooperation between many community entities – businesses, the Chamber, the Convention and Tourism Bureau, Benedictine University, SCARCE, The Morton Arboretum, Park District, College of DuPage and four branded hotels

Green By Choice was presented at the Delta Institute's Green Town Conference

Green By Choice was featured in local media such as magazines, newspapers, etc extending the program's reach



Lisle hotels reported increased bookings due to their green focus. Businesses have reported increased sales during the months green promotional campaigns were running and business to business sales increased.

**5. Is this project replicable or transferable? Yes Can it be adapted for use in other communities?**  
Absolutely. **What lessons have been learned?**

Lessons learned include:

- A municipality needs to take the lead in initiating sustainable/green initiatives for maximum impact
- Ensure green initiatives are incorporated in all segments of the community (residential, business, tourism, etc)
- Involve as many stakeholders as possible
- Look for cost effective ways to conduct and promote the program
- Understand that local programs can have a global reach
- Seek out and utilize local resources
- A successful sustainable program can affect behavior changes in generations of people
- Green products must be as high or of higher quality than traditional products to obtain consumer support
- Green businesses can bring new jobs and increased sales taxes to a community
- Engaging in activities that are good for the planet can also be an effective economic strategy
- Green businesses foster increased business to business sales
- “Green” transcends age. The Lisle High School’s ecology club partnered with Green By Choice member Jewel Food Stores for a sustainable project while Green By Choice member, KinderCare, offers green activities for preschoolers
- A sustainable focus takes time to develop and must be continually nurtured until it becomes second nature

## **6. In what ways was this project innovative or creative?**

Green By Choice is a cost effective program. Initially a local environmental group SCARCE, conducted the green audits. Then a Benedictine University green intern continued the audits and supported the program. A College of DuPage Culinary Arts Instructor will soon offer complimentary sustainability training to all Lisle restaurants.

Joint marketing efforts stretched marketing budgets and reached a broader range of consumers. Local media, (magazines and newspapers), published Green By Choice articles. A Green By Choice Twitter account was started and press releases were issued. Cost effective web based marketing and sweepstakes drove people to the web to review the Green Directory. A 30 second commercial and 9 minute web video highlight the program.

This program proved that most businesses could become more sustainable. Initially, some businesses did not realize they could become greener, but soon learned it was possible and added new product lines. And all businesses could incorporate more sustainable practices in their operations – they just needed to become enlightened.

The program is good for the planet and also supports Lisle's nature based brand as "The Arboretum Village." We often hear community members comment that our brand should guide Village decisions when possible, which is very positive.

## **7. Are there any other relevant details not covered above or specific to your category?**

Lisle businesses offer a diverse array of green products/services including: corn carpeting, recycled coat lining necklaces, air cleaning plants, fountains that harvest rain water, organic food/beverages/clothing, alternative energy investments, sustainably produced cabinets, green dental practices, solar powered bird baths, LED bicycle lights, green pre school activities, programmable thermostats and more.

Lisle businesses participate in a number of sustainable charitable activities, some with a global reach. These include: donations to the Brazilian Rainforest Preservation and Wild Bird's Conservation Fund - Pathways to Nature, eye glasses donated to church mission groups, bikes donated to Working Bikes which supplies bikes to countries as transportation, collections of gym shoes, tires, batteries, oil, light bulbs, quilting supplies, hangers, plastic bags, cans, eye glasses, shoes and more

Some businesses have identified creative ways to reuse products including: transforming wine bottles into glass flower pots and lamps, wine corks into name holders, quilting scraps into fabrics used in distressed countries, offering free sturdy wine boxes to people moving, offering used tuxedos to local schools for proms, offering pictures frames and mats to crafters for reuse. As Green By Choice expands, so will its reach.

**Date:** May 12, 2011

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**Re:** Sustainable and Green Development  
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## 2. What is the goal of this project?

Program goals include:

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Consumers from Lisle and other communities patronize Green By Choice businesses and learn about sustainable products and services. The Green Directory lists numerous global green charities supported by Green By Choice businesses, offering consumers the chance to impact these global initiatives.

**4. What has been the impact of the project? How effective has it been in furthering economic development in your community? Identify any tangible and/or intangible results and value added.**

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Absolutely. **What lessons have been learned?**

Lessons learned include:

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## **7. Are there any other relevant details not covered above or specific to your category?**

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For Office Use Only: \_\_\_\_\_



## 2011 IEDC EXCELLENCE IN ECONOMIC DEVELOPMENT AWARDS ENTRY FORM

*Please complete this section for all entries.*

*Include 5 hard copies of the Entry Form and all supplemental information with your submission.*

Organization: **Kansas City Area Development Council**

Contact Name: **Robert Marcusse**

Email: **Marcusse@thinkKC.com**

Project/Item Name: **KC Advanced Energy: America's Home for Next Generation Energy Technology**

Category for Entry: **Category C: Program Award: Sustainable and Green Development**

Population Category (<25K, 25-200K, 200K-500K, >500K): (Choose One) **>500K**

Date Project Began: **December 2008**

Date of Completion (if applicable): \_\_\_\_\_

For Entries in Categories 9 & 10, Enter Your Web Site URL: \_\_\_\_\_

### PROJECT DESCRIPTION

*Please refer to the **Category Description and Judging Criteria Sheet** corresponding to your category when answering the following questions in the space provided.*

#### Select:

- ☐ Promotional Award Categories 1-8 – **See Sheet A** (page 9)
- ☐ Internet and New Media Categories 9-11 – **See Sheet B** (page 10)
- ☒ Program Award Categories 12-22 – **See Sheet C** (page 11-12)
- ☐ Partnership Award Categories 23-25 – **See Sheet D** (page 13)
- ☐ Leadership Award Categories 26-30 – **See Sheet E** (page 14)

*Special Note: The below section is not required for the Leadership Award categories. Please complete a profile of the individual's achievements.*

THIS SECTION IS INTENDED TO PROVIDE AN OVERVIEW OF THE PROJECT. PLEASE KEEP ANSWERS TO EACH QUESTION UNDER 200 WORDS.  
YOU MAY EXPAND ON THIS INFORMATION IN A SEPARATE PROFILE OF NO MORE THAN 3 PAGES, DOUBLE-SPACED.

1. Please provide a brief description of the project.

The recent "greening of America" has transformed American businesses. As our nation's reliance on carbon-based fuels lessens, companies are realizing they must be more environmentally conscious in how they do business to remain competitive. Coupled with the recent influx of funding through the American Recovery and Reinvestment Act, national companies have identified new net-growth opportunities in the advanced energy industry.

By establishing the Advanced Energy Task Force, a volunteer committee consisting of regional industry experts, business



leaders and more, the Kansas City Area Development Council (KCADC) was able to identify the advanced energy sectors where the Kansas City region has unique and clear competitive advantages to recruit new companies and jobs to the region. It found our region is best suited to grow and attract companies in advanced transportation, engineering, bio and wind energy sectors.

By using the Task Force to secure research and aggregate our region's existing advanced energy assets, KCADC established Kansas City Advanced Energy, a strategic initiative to attract new jobs, new payroll and new capital investment. By making this initiative a major regional industry growth focus, it supports and encourages the growth and development of local projects in environmental sustainability.

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2. What is the goal or purpose of this project?

The Kansas City Advanced Energy initiative positions our region as the leading North American market for advanced energy. The primary mission of the initiative is to:

- Increase prospect pipeline activity in the advanced energy sector
- Attract advanced energy companies to the Kansas City region
- Generate the skilled jobs needed to support new advanced energy companies

The success of Kansas City Advanced Energy depends heavily on the ongoing growth and development of our regional industry assets. It provides substantial benefit and the foundation necessary to support existing regional projects, programs and initiatives focused on green infrastructure, technology and renewable energy. For example, the Green Impact Zone initiative, proposed by U.S. Rep. Emanuel Cleaver II, is a local effort to use sustainability development as a catalyst to transform a 150-square block area of Kansas City, Mo., that has experienced severe abandonment and economic decline. In fact, Kansas City Power and Light Company (KCP&L), a subsidiary of Great Plains Energy Incorporated, received a \$24 million grant to implement its SmartGrid demonstration project in the Green Impact Zone and Midtown areas of Kansas City, Mo.

Finally, this regional collaborative initiative provides an avenue for KCADC's 250 key investor companies, as well as regional civic and business leaders, to actively participate in, and support the regional growth of, environmental sustainability.

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3. Who are the participants in this project? Who was involved in planning/implementation? Who is affected?

With clean energy as a national priority, KCADC established the Advanced Energy Task Force in December of 2008 to participate aggressively in this fundamental shift in our economy. This volunteer committee comprised of regional industry experts, economic development partners, R&D experts, education institutions and utilities. Dr. Michael Helmstetter, president and CEO at the Midwest Research Institute (MRI Global), led the charge of organizing and directing this region-wide research project. The research executed by the Task Force served as the foundation for the formation of the Kansas City Advanced Energy initiative, its business plan and economic development strategy.

The Task Force transformed into the Kansas City Advanced Energy Advisory Council to provide ongoing industry leadership, expertise and support for recruitment efforts. The Advisory Council continues to meet two times per year. Its primary mission is to support the KCADC and its constituents in the attraction, expansion, retention and creation of companies or organizations in the advanced energy business. The Advisory Council's recommendations assist in advancing the capacity and capabilities in the Kansas City area for designing, engineering, commercializing and manufacturing advanced energy systems including wind, solar, fuel cells, high energy battery and advanced biofuels.

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4. What has been the impact of the project? How effective has it been in furthering economic development in your community? Identify any tangible and/or intangible results and value added.

In 2010, 24 advanced energy companies evaluated the region for relocation or expansion opportunities, a 33 percent increase over 2009. So far to date in 2011, there are seven advanced energy companies evaluating the region for

relocation or expansion opportunities.

KCADC and our regional partners successfully attracted three new advanced energy companies to the region:

- Nordic Windpower USA selected the region to move its headquarters, R&D and wind turbine assembly operations. This \$15.8 million investment will create more than 200 new jobs.
- Exergonix selected the area for its world headquarters and high-level technology product assembly. This \$90 million investment will create 275 new jobs.
- Most recently, AH Industries selected the Kansas City region for its first U.S. headquarters and new logistics and distribution center.

Following the Nordic Windpower announcement, several major national news articles highlighted its decision to invest in the Kansas City region.

Finally, KCADC and our partners worked with company executives from Nordic Windpower, along with its location advisory group and Newmark Knight Frank Chicago and Washington, D.C. offices, to successfully attract it. Bob Hess, executive managing director with Newmark Knight Frank, stated, "The 'total alignment' and support from the entire community for Nordic Windpower made the Kansas City region unique. In addition, Missouri monetized incentive programs to allow for capital to help Nordic convince the Board to make the decision - a very creative effort by Missouri that made the difference."

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5. Is this project replicable or transferable? Can it be adapted for use in other communities? What lessons have been learned?

Yes this project is replicable, and it can be adapted for use in other communities. The entire recruitment strategy for start-up advanced energy companies is not for the "faint at heart;" we experienced several twists and turns throughout the process. A community must enter into a project of this type with a mind set of flexibility, and understand that several challenges will develop during this time that demand creative solutions.

As one can see from Bob Hess' statement above, it is extremely beneficial for communities to be solution-based and creative; something that our organization and partners have applied for years and certainly during our project with Nordic Windpower USA.

Finally, much like other communities in the nation, advanced energy is a brand new industry for our region to pursue. There is no guidebook to follow when recruiting companies of this type, yet there is a significant risk and reward factor that the community must understand and agree to before embarking on this pursuit.

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6. In what ways is this project innovative or creative?

Rather than taking on the entire advanced energy industry, we strategically selected four specific sectors which our initial research showed best reflect our region's strengths and competitive advantages:

- Advanced Transportation and Battery Technology: With existing advanced transportation and battery technology companies in the region, like Smith Electric Vehicles and Dow Kokam, KC has an established foundation for a competitive business case.
  - Wind Energy: Kansas City is uniquely positioned as the most geo-central major city to North America's Wind Corridor. The region's central location and high wind energy generation potential provide a great opportunity to grow this sector.
  - BioEnergy: The KC region has a strong cluster of research organizations and colleges and universities that collaborate to advance research in this sector. With assets like these, in addition to our central location in the nation's agriculture belt, the KC region is positioned to grow this sector.
  - Advanced Energy Engineering: The KC region's engineering sector employs 10,000 engineers. The KC area's combined engineering and architectural services firms comprise 30 percent of the professional services sector in KC, 70 percent higher than the national average.
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In addition to elevating our region's strengths, the Advisory Council aligns industry leaders. The unity of this industry is noticed as unique by national site location consultants like Bob Hess.

The Advanced Energy initiative has transformed our traditional recruitment efforts into innovative solutions. For example, to attract Nordic Windpower, a series of creative real estate and incentive solutions were made available, including occupying a former aircraft hangar at Kansas City International Airport. The State of Missouri also created a one-time only seven figure cash incentive based on the company's job creation goals and repayable as it meets these targets over a ten year period.

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7. Are there any other relevant details not covered above or specific to your category?

n/a

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## CATEGORY DESCRIPTIONS AND JUDGING CRITERIA

### A. PROMOTIONAL AWARDS

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#### **Judging Criteria for Categories 1-8:**

Promotional Awards will be judged by the following criteria:

- Effectiveness of the promotion
- Innovation/creativity
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- Contribution to the economic development profession

#### **Descriptions:**

##### **1. General Purpose Brochure**

A brochure introducing your state, province, community, region or area to prospects for industrial, commercial, retail, or general development opportunities. The most effective brochures create a positive image of the area for its quality of life and cultural, educational, or other attributes.

##### **2. Special Purpose Brochure**

A brochure designed for a special purpose, such as promoting an industrial park or other specific types of promotions.

##### **3. General Purpose Promotion**

A promotional piece (other than a brochure), series of promotional pieces or promotional campaign including but not limited to a folder, poster, print ad, direct mail campaign or other campaign.

- *Mount item(s) on heavy stock with 1 inch margins.*

achievements on their economic development organization and the community as a whole, and also explain how they see these achievements contribute to the advancement of economic development as a profession. Each self nomination should be accompanied by a minimum of one, and not more than three, letters of endorsement on behalf of the applicant, from their supervisor, board chair, or other significant leader in the community who is actively involved with the applicant's organization (e.g., a mayor or senior elected official, a key business leader). Applicants must be no more than 35 years of age on the deadline submission date set by IEDC for that year's awards competition in order to be eligible for this award and must note their date of birth on their application.

- *Candidates must provide a profile of their professional achievements in economic development. Nominations must not exceed five typed double-spaced pages; letters of endorsement should be no more than two pages and must be submitted in conjunction with the application.*

## **27. Leadership Award for Public Service – Sponsored by**



This award recognizes an elected official who has served as a committed advocate for economic development for at least 10 years in the public sector. Nominees must have demonstrated sustained and effective efforts to mobilize community groups and industry leaders in the development of programs and projects, played a key role in the planning and designing of new economic development activities, and displayed dedication and commitment to her/her constituency as a leader and advocate for economic development.

- *Candidates must provide a profile of their professional achievements in economic development. Nominations must not exceed five typed double-spaced pages; letters of endorsement should be no more than two pages and must be submitted in conjunction with the application.*

## **28. Citizen Leadership Award**

This award recognizes a community or business leader, or an individual who is not an economic development practitioner, but who plays a key leadership role. Nominees for the award should have shown support for or been involved in a broad range of activities for at least 10 years and have been involved in economic development, primarily in the private sector, for the last 5 years. Nominees must have demonstrated sustained and effective efforts to mobilize leadership in the development of programs and projects, played a key role in the planning and designing of new and creative economic development activities and be deeply committed as a leader and advocate for economic development.

*Candidate must provide a profile of their professional achievements in economic development. Nominations must not exceed five typed double-spaced pages; letters of endorsement should be no more than two pages and must be submitted in conjunction with the application.*

## **29. Federal Leadership in Economic Development Programs Award (Entry fee waived)**

This award recognizes an individual federal program director who has gone above and beyond in administering a federal economic development program.

*Candidate must provide a profile of their professional achievements in economic development. Nominations must not exceed five typed double-spaced pages; letters of endorsement should be no more than two pages and must be submitted in conjunction with the application.*

## **30. Congressional Leadership in Economic Development Award (Entry fee waived)**

This award recognizes a member of Congress who has made significant contributions in the area of economic development. The award is given to a leader for his/her continuous support for economic development, and/or for intense work on a single piece of legislation.

*Candidate must provide a profile of their professional achievements in economic development. Nominations must not exceed five typed double-spaced pages; letters of endorsement should be no more than two pages and must be submitted in conjunction with the application.*



# Advanced Energy Engineering

KC Energy Engineering for the World





# KC Engineering Cluster

- Engineering Services (54133-NAICS) is a significant industry in Kansas City MO-KS CSA (est. \$2.5B+)
- Est. 150 Engineering Services firms employ over 10,000 people
- Engineering & Architectural Services (5413 – NAICS) comprises 30% of Professional Services Sector in KC 70% higher than the national average.
- Job split between MO and KS is close to 50/50

Sources:



(2008)

U.S. Census Bureau (2002)



# KC Engineering Cluster – National Rankings

KC is home to:

#4 & #8 Ranked Power Design & Engineer

#5 Ranked Co-generation Design & Engineer worldwide

#3 & #5 Ranked Power Transmission & Distribution

#6 & #34 Ranked Design Build

#6 Ranked Transportation Design Firm

The manager of the National Renewable Energy Lab



Midwest Research Institute

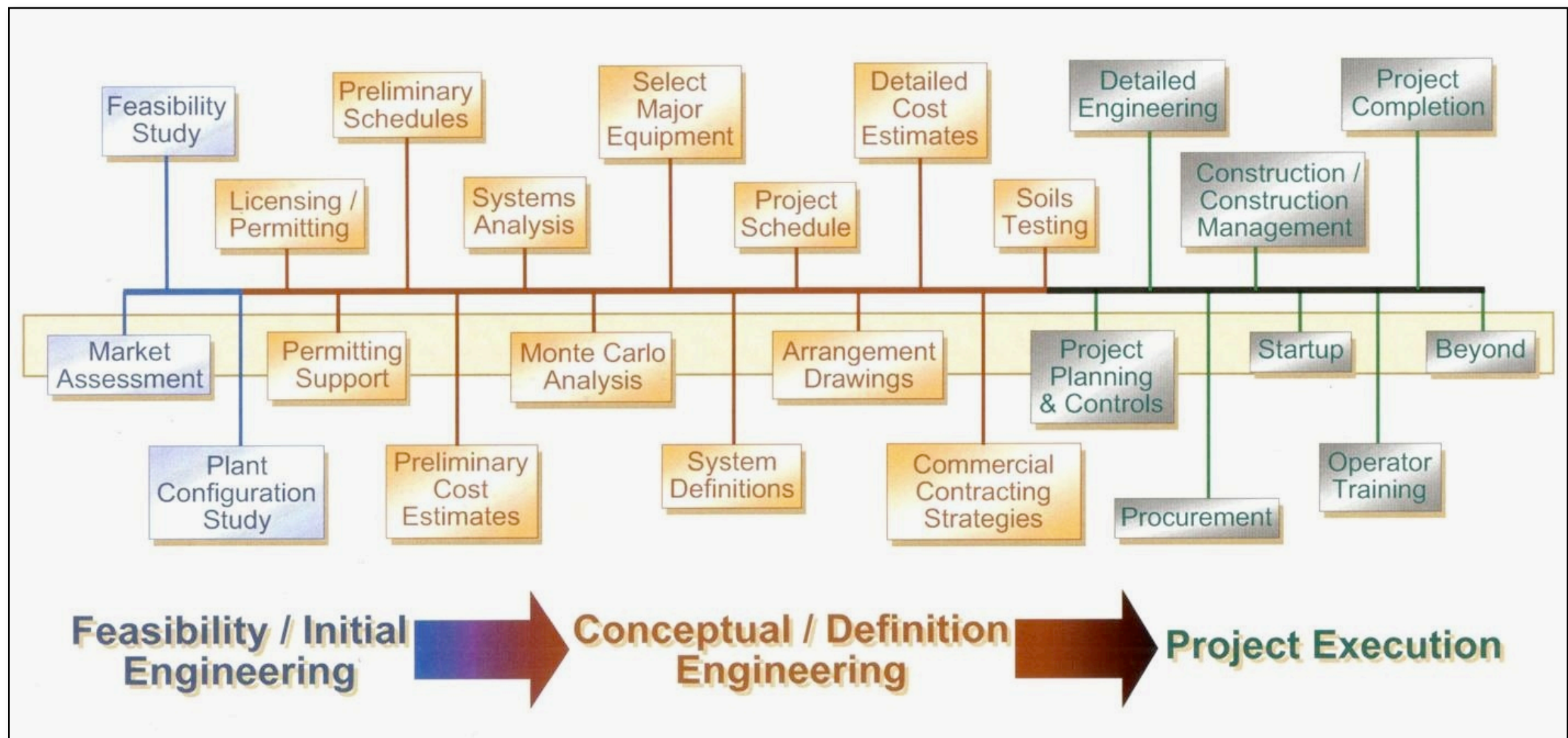
Source: [ENGINEERING NEWS-RECORD \(ENR-2008\)](#)





# KC Engineering Cluster – Capability strength

## National Leadership in ‘Engineering Design & Systems Integration’



“We Do Everything”, Block Andrews (B&M)

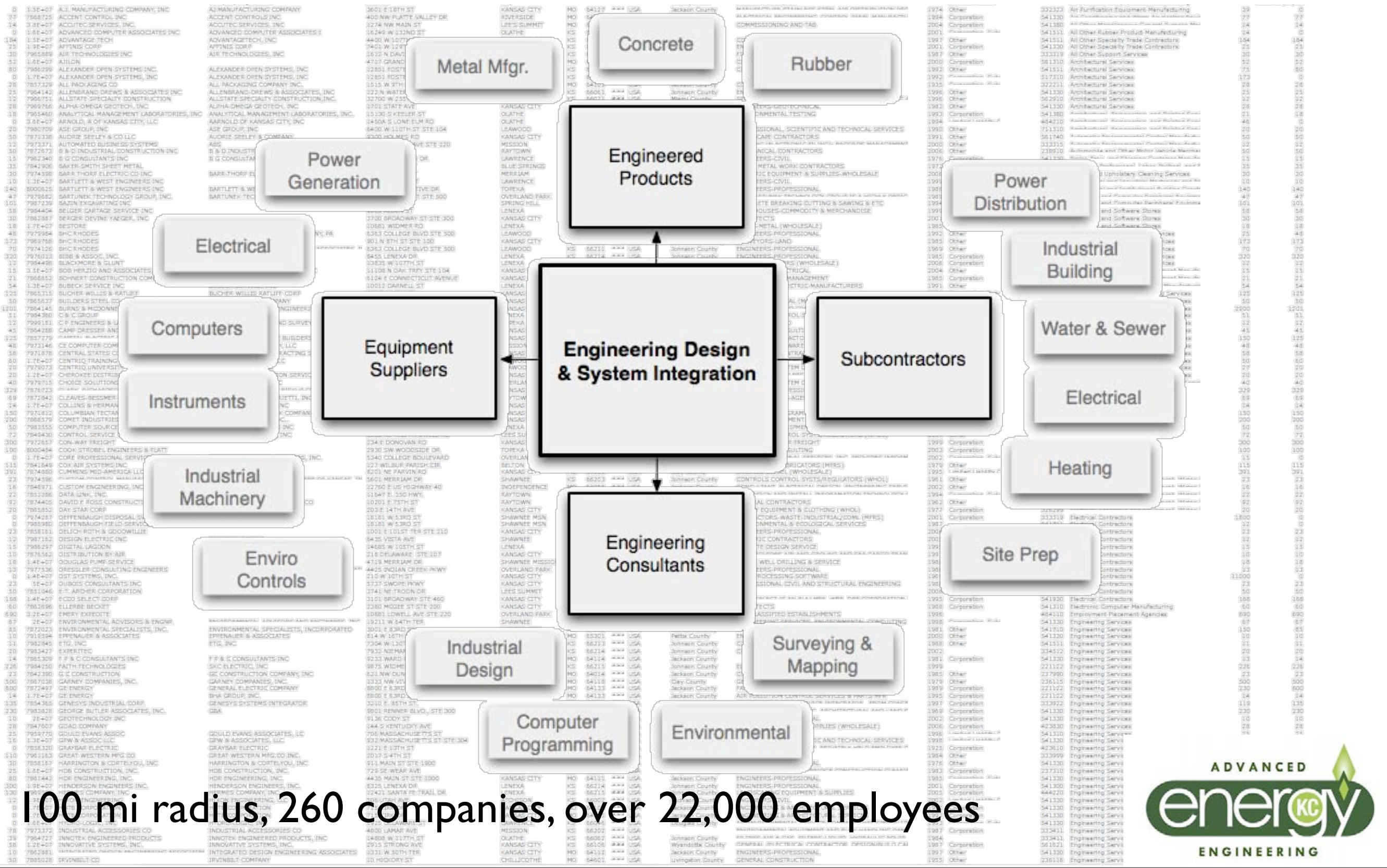


# KC Engineering Cluster – B&M Ecosystem

0	1.5E+07	A3: MANUFACTURING COMPANY, INC	(A) MANUFACTURING COMPANY	3621 E 16TH ST	KANSAS CITY	MO	64127	444	USA	Jackson County	MANUFACTURING (METALWORK) (FABRICATING) (MACHINING) (MILLING) (TURNING) (DRILLING) (GRINDING) (BROUING) (POLISHING) (COATING) (FINISHING) (ASSEMBLY) (PACKAGING) (LABELING) (MARKETING) (SALES) (DISTRIBUTION) (WHOLESALE) (RETAIL) (IMPORT/EXPORT) (GENERAL BUSINESS) (OTHER)	9774	Other	332323	Air Purification Equipment Manufacturing	39	0
27	7968725	ACCENT CONTROL, INC	ACCENT CONTROLS INC	400 NW PLATTE VALLEY DR	EVERSIDE	MO	64150	444	USA	Jackson County	MANUFACTURING (METALWORK) (FABRICATING) (MACHINING) (MILLING) (TURNING) (DRILLING) (GRINDING) (BROUING) (POLISHING) (COATING) (FINISHING) (ASSEMBLY) (PACKAGING) (LABELING) (MARKETING) (SALES) (DISTRIBUTION) (WHOLESALE) (RETAIL) (IMPORT/EXPORT) (GENERAL BUSINESS) (OTHER)	1994	Corporation	541330	Air Purification Equipment Manufacturing	77	77
14	3.8E+07	ACCUTEC SERVICES, INC.	ACCUTEC SERVICES, INC.	3274 NW MAIN ST	LEE'S SUMMIT	MO	64086	444	USA	Jackson County	MANUFACTURING (METALWORK) (FABRICATING) (MACHINING) (MILLING) (TURNING) (DRILLING) (GRINDING) (BROUING) (POLISHING) (COATING) (FINISHING) (ASSEMBLY) (PACKAGING) (LABELING) (MARKETING) (SALES) (DISTRIBUTION) (WHOLESALE) (RETAIL) (IMPORT/EXPORT) (GENERAL BUSINESS) (OTHER)	2004	Corporation	541380	All Other Miscellaneous Chemical Products	34	34
0	0.8E+07	ADVANCED COMPUTER ASSOCIATES INC	ADVANCED COMPUTER ASSOCIATES	36249 W 332ND ST	QUATHE	KS	66082	444	USA	Johnson County	MANUFACTURING (METALWORK) (FABRICATING) (MACHINING) (MILLING) (TURNING) (DRILLING) (GRINDING) (BROUING) (POLISHING) (COATING) (FINISHING) (ASSEMBLY) (PACKAGING) (LABELING) (MARKETING) (SALES) (DISTRIBUTION) (WHOLESALE) (RETAIL) (IMPORT/EXPORT) (GENERAL BUSINESS) (OTHER)	2001	Other	541551	All Other Rubber Product Contractors	34	0
184	0.5E+07	ADVANTAGE TECH	ADVANTAGE TECH, INC	4400 W 107TH ST	OVERLAND PARK	KS	66207	444	USA	Johnson County	MANUFACTURING (METALWORK) (FABRICATING) (MACHINING) (MILLING) (TURNING) (DRILLING) (GRINDING) (BROUING) (POLISHING) (COATING) (FINISHING) (ASSEMBLY) (PACKAGING) (LABELING) (MARKETING) (SALES) (DISTRIBUTION) (WHOLESALE) (RETAIL) (IMPORT/EXPORT) (GENERAL BUSINESS) (OTHER)	1997	Other	541551	All Other Specialty Trade Contractors	184	184
25	1.9E+07	AFYNNIS CORP	AFYNNIS CORP	7401 W 129TH ST STE 110	OVERLAND PARK	KS	66213	444	USA	Johnson County	MANUFACTURING (METALWORK) (FABRICATING) (MACHINING) (MILLING) (TURNING) (DRILLING) (GRINDING) (BROUING) (POLISHING) (COATING) (FINISHING) (ASSEMBLY) (PACKAGING) (LABELING) (MARKETING) (SALES) (DISTRIBUTION) (WHOLESALE) (RETAIL) (IMPORT/EXPORT) (GENERAL BUSINESS) (OTHER)	2001	Corporation	541330	All Other Specialty Trade Contractors	25	25
30	7965889	AIR TECHNOLOGIES INC	AIR TECHNOLOGIES, INC	3632 N DAVIS AVE	OTTAWA	KS	66067	444	USA	Franklin County	MANUFACTURING (METALWORK) (FABRICATING) (MACHINING) (MILLING) (TURNING) (DRILLING) (GRINDING) (BROUING) (POLISHING) (COATING) (FINISHING) (ASSEMBLY) (PACKAGING) (LABELING) (MARKETING) (SALES) (DISTRIBUTION) (WHOLESALE) (RETAIL) (IMPORT/EXPORT) (GENERAL BUSINESS) (OTHER)	1987	Other	332329	All Other Support Services	30	30
52	1.6E+07	AJILON		4737 GRAND AVE	KANSAS CITY	KS	64112	444	USA	Johnson County	MANUFACTURING (METALWORK) (FABRICATING) (MACHINING) (MILLING) (TURNING) (DRILLING) (GRINDING) (BROUING) (POLISHING) (COATING) (FINISHING) (ASSEMBLY) (PACKAGING) (LABELING) (MARKETING) (SALES) (DISTRIBUTION) (WHOLESALE) (RETAIL) (IMPORT/EXPORT) (GENERAL BUSINESS) (OTHER)	2000	Corporation	561310	Architectural Services	52	52
80	7966299	ALEXANDER OPEN SYSTEMS INC	ALEXANDER OPEN SYSTEMS, INC	32851 FOSTER ST	OVERLAND PARK	KS	66213	444	USA	Johnson County	MANUFACTURING (METALWORK) (FABRICATING) (MACHINING) (MILLING) (TURNING) (DRILLING) (GRINDING) (BROUING) (POLISHING) (COATING) (FINISHING) (ASSEMBLY) (PACKAGING) (LABELING) (MARKETING) (SALES) (DISTRIBUTION) (WHOLESALE) (RETAIL) (IMPORT/EXPORT) (GENERAL BUSINESS) (OTHER)	1992	Other	541551	Architectural Services	73	80
0	0.7E+07	ALEXANDER OPEN SYSTEMS, INC	ALEXANDER OPEN SYSTEMS, INC	32851 FOSTER ST STE 200	OVERLAND PARK	KS	66213	444	USA	Johnson County	MANUFACTURING (METALWORK) (FABRICATING) (MACHINING) (MILLING) (TURNING) (DRILLING) (GRINDING) (BROUING) (POLISHING) (COATING) (FINISHING) (ASSEMBLY) (PACKAGING) (LABELING) (MARKETING) (SALES) (DISTRIBUTION) (WHOLESALE) (RETAIL) (IMPORT/EXPORT) (GENERAL BUSINESS) (OTHER)	1992	Other	517310	Architectural Services	73	0
28	7957229	ALL PACKAGING CO	ALL PACKAGING COMPANY INC	3515 W 8TH ST	KANSAS CITY	MO	64105	444	USA	Johnson County	MANUFACTURING (METALWORK) (FABRICATING) (MACHINING) (MILLING) (TURNING) (DRILLING) (GRINDING) (BROUING) (POLISHING) (COATING) (FINISHING) (ASSEMBLY) (PACKAGING) (LABELING) (MARKETING) (SALES) (DISTRIBUTION) (WHOLESALE) (RETAIL) (IMPORT/EXPORT) (GENERAL BUSINESS) (OTHER)	1992	Other	332323	Architectural Services	28	28
25	7964143	ALLENBRAND DREWS & ASSOCIATES INC	ALLENBRAND DREWS & ASSOCIATES, INC	322 N WATER ST	QUATHE	KS	66081	444	USA	Johnson County	MANUFACTURING (METALWORK) (FABRICATING) (MACHINING) (MILLING) (TURNING) (DRILLING) (GRINDING) (BROUING) (POLISHING) (COATING) (FINISHING) (ASSEMBLY) (PACKAGING) (LABELING) (MARKETING) (SALES) (DISTRIBUTION) (WHOLESALE) (RETAIL) (IMPORT/EXPORT) (GENERAL BUSINESS) (OTHER)	1996	Other	541330	Architectural Services	25	25
12	7966751	ALLSTATE SPECIALTY CONSTRUCTION	ALLSTATE SPECIALTY CONSTRUCTION, INC	32700 W 235TH ST	PAOLA	KS	66071	444	USA	Miami County	MANUFACTURING (METALWORK) (FABRICATING) (MACHINING) (MILLING) (TURNING) (DRILLING) (GRINDING) (BROUING) (POLISHING) (COATING) (FINISHING) (ASSEMBLY) (PACKAGING) (LABELING) (MARKETING) (SALES) (DISTRIBUTION) (WHOLESALE) (RETAIL) (IMPORT/EXPORT) (GENERAL BUSINESS) (OTHER)	1996	Other	562910	Architectural Services	32	32
28	7969766	ALPHA-OMEGA GEOTECH, INC	ALPHA-OMEGA GEOTECH, INC	5701 STATE AVE	KANSAS CITY	KS	66102	444	USA	Wyandotte County	MANUFACTURING (METALWORK) (FABRICATING) (MACHINING) (MILLING) (TURNING) (DRILLING) (GRINDING) (BROUING) (POLISHING) (COATING) (FINISHING) (ASSEMBLY) (PACKAGING) (LABELING) (MARKETING) (SALES) (DISTRIBUTION) (WHOLESALE) (RETAIL) (IMPORT/EXPORT) (GENERAL BUSINESS) (OTHER)	1982	Other	541330	Architectural Services	28	28
18	7965460	ANALYTICAL MANAGEMENT LABORATORIES, INC	ANALYTICAL MANAGEMENT LABORATORIES, INC	15330 S KEEFER ST	QUATHE	KS	66082	444	USA	Johnson County	MANUFACTURING (METALWORK) (FABRICATING) (MACHINING) (MILLING) (TURNING) (DRILLING) (GRINDING) (BROUING) (POLISHING) (COATING) (FINISHING) (ASSEMBLY) (PACKAGING) (LABELING) (MARKETING) (SALES) (DISTRIBUTION) (WHOLESALE) (RETAIL) (IMPORT/EXPORT) (GENERAL BUSINESS) (OTHER)	1993	Corporation	541380	Architectural Services	18	18
0	3.8E+07	ARNOLD, R OF KANSAS CITY, LLC	ARNOLD OF KANSAS CITY, INC	3450A S LONE ELM RD	QUATHE	KS	66081	444	USA	Johnson County	MANUFACTURING (METALWORK) (FABRICATING) (MACHINING) (MILLING) (TURNING) (DRILLING) (GRINDING) (BROUING) (POLISHING) (COATING) (FINISHING) (ASSEMBLY) (PACKAGING) (LABELING) (MARKETING) (SALES) (DISTRIBUTION) (WHOLESALE) (RETAIL) (IMPORT/EXPORT) (GENERAL BUSINESS) (OTHER)	1994	Other	484210	Architectural Services	40	40
20	7960709	ASE GROUP, INC	ASE GROUP, INC	6400 W 110TH ST STE 104	LEAWOOD	KS	66215	444	USA	Johnson County	MANUFACTURING (METALWORK) (FABRICATING) (MACHINING) (MILLING) (TURNING) (DRILLING) (GRINDING) (BROUING) (POLISHING) (COATING) (FINISHING) (ASSEMBLY) (PACKAGING) (LABELING) (MARKETING) (SALES) (DISTRIBUTION) (WHOLESALE) (RETAIL) (IMPORT/EXPORT) (GENERAL BUSINESS) (OTHER)	1990	Other	711310	Architectural Services	20	20
50	7873338	AUDRIE SEELEY & CO LLC	AUDRIE SEELEY & COMPANY	9300 HOLMES ST	KANSAS CITY	MO	64131	444	USA	Johnson County	MANUFACTURING (METALWORK) (FABRICATING) (MACHINING) (MILLING) (TURNING) (DRILLING) (GRINDING) (BROUING) (POLISHING) (COATING) (FINISHING) (ASSEMBLY) (PACKAGING) (LABELING) (MARKETING) (SALES) (DISTRIBUTION) (WHOLESALE) (RETAIL) (IMPORT/EXPORT) (GENERAL BUSINESS) (OTHER)	1991	Other	561740	Architectural Services	50	50
12	7972371	AUTOMATED BUSINESS SYSTEMS	ABS	6405 METCALF AVE STE 320	MISSION	KS	66202	444	USA	Johnson County	MANUFACTURING (METALWORK) (FABRICATING) (MACHINING) (MILLING) (TURNING) (DRILLING) (GRINDING) (BROUING) (POLISHING) (COATING) (FINISHING) (ASSEMBLY) (PACKAGING) (LABELING) (MARKETING) (SALES) (DISTRIBUTION) (WHOLESALE) (RETAIL) (IMPORT/EXPORT) (GENERAL BUSINESS) (OTHER)	2000	Other	332325	Architectural Services	12	12
30	7972673	B & D INDUSTRIAL CONSTRUCTION INC	B & D INDUSTRIAL CONSTRUCTION, INC	9900 E 36TH ST	RAYTOWN	MO	64133	444	USA	Johnson County	MANUFACTURING (METALWORK) (FABRICATING) (MACHINING) (MILLING) (TURNING) (DRILLING) (GRINDING) (BROUING) (POLISHING) (COATING) (FINISHING) (ASSEMBLY) (PACKAGING) (LABELING) (MARKETING) (SALES) (DISTRIBUTION) (WHOLESALE) (RETAIL) (IMPORT/EXPORT) (GENERAL BUSINESS) (OTHER)	2006	Other	723910	Architectural Services	30	30
15	7962340	B & G CONSULTANTS INC	B & G CONSULTANTS, INC	3405 WAKARUSA DR	LAWRENCE	KS	66049	444	USA	Douglas County	MANUFACTURING (METALWORK) (FABRICATING) (MACHINING) (MILLING) (TURNING) (DRILLING) (GRINDING) (BROUING) (POLISHING) (COATING) (FINISHING) (ASSEMBLY) (PACKAGING) (LABELING) (MARKETING) (SALES) (DISTRIBUTION) (WHOLESALE) (RETAIL) (IMPORT/EXPORT) (GENERAL BUSINESS) (OTHER)	1976	Corporation	541330	Architectural Services	15	15
35	7942906	BAKER-SMITH SHEET METAL		804 SW 10TH ST	BLUE SPRINGS	MO	64015	444	USA	Johnson County	MANUFACTURING (METALWORK) (FABRICATING) (MACHINING) (MILLING) (TURNING) (DRILLING) (GRINDING) (BROUING) (POLISHING) (COATING) (FINISHING) (ASSEMBLY) (PACKAGING) (LABELING) (MARKETING) (SALES) (DISTRIBUTION) (WHOLESALE) (RETAIL) (IMPORT/EXPORT) (GENERAL BUSINESS) (OTHER)	1972	Corporation	228910	Architectural Services	35	35
30	7974388	BARR THORP ELECTRIC CO INC	BARR THORP ELECTRIC CO, INC	9245 W 33RD ST	MERRIAM	KS	66203	444	USA	Johnson County	MANUFACTURING (METALWORK) (FABRICATING) (MACHINING) (MILLING) (TURNING) (DRILLING) (GRINDING) (BROUING) (POLISHING) (COATING) (FINISHING) (ASSEMBLY) (PACKAGING) (LABELING) (MARKETING) (SALES) (DISTRIBUTION) (WHOLESALE) (RETAIL) (IMPORT/EXPORT) (GENERAL BUSINESS) (OTHER)	2006	Corporation	423610	Architectural Services	30	30
10	0.3E+07	BARTLETT & WEST ENGINEERS INC	BARTLETT & WEST ENGINEERS INC	628 VERMONT ST	LAWRENCE	KS	66044	444	USA	Douglas County	MANUFACTURING (METALWORK) (FABRICATING) (MACHINING) (MILLING) (TURNING) (DRILLING) (GRINDING) (BROUING) (POLISHING) (COATING) (FINISHING) (ASSEMBLY) (PACKAGING) (LABELING) (MARKETING) (SALES) (DISTRIBUTION) (WHOLESALE) (RETAIL) (IMPORT/EXPORT) (GENERAL BUSINESS) (OTHER)	1999	Corporation	541330	Architectural Services	10	10
140	8000625	BARTLETT & WEST ENGINEERS INC	BARTLETT & WEST ENGINEERS INC	3200 SW EXECUTIVE DR	TOROKA	KS	66615	444	USA	Shawnee County	MANUFACTURING (METALWORK) (FABRICATING) (MACHINING) (MILLING) (TURNING) (DRILLING) (GRINDING) (BROUING) (POLISHING) (COATING) (FINISHING) (ASSEMBLY) (PACKAGING) (LABELING) (MARKETING) (SALES) (DISTRIBUTION) (WHOLESALE) (RETAIL) (IMPORT/EXPORT) (GENERAL BUSINESS) (OTHER)	1986	Corporation	541330	Architectural Services	140	140
47	7976882	BARTUNEK TECHNOLOGY GROUP, INC	BARTUNEK TECHNOLOGY GROUP, INC	9393 W 110TH ST STE 300	OVERLAND PARK	KS	66210	444	USA	Johnson County	MANUFACTURING (METALWORK) (FABRICATING) (MACHINING) (MILLING) (TURNING) (DRILLING) (GRINDING) (BROUING) (POLISHING) (COATING) (FINISHING) (ASSEMBLY) (PACKAGING) (LABELING) (MARKETING) (SALES) (DISTRIBUTION) (WHOLESALE) (RETAIL) (IMPORT/EXPORT) (GENERAL BUSINESS) (OTHER)	1989	Other	541622	Architectural Services	47	47
101	7987239	BAZIN EXCAVATING INC		RD BOX 348	SPRING HILL	KS	66083	348	USA	Johnson County	MANUFACTURING (METALWORK) (FABRICATING) (MACHINING) (MILLING) (TURNING) (DRILLING) (GRINDING) (BROUING) (POLISHING) (COATING) (FINISHING) (ASSEMBLY) (PACKAGING) (LABELING) (MARKETING) (SALES) (DISTRIBUTION) (WHOLESALE) (RETAIL) (IMPORT/EXPORT) (GENERAL BUSINESS) (OTHER)	1994	Other	228910	Architectural Services	101	101
38	7984454	BEIGER, DARTAGE, SERVICE INC	BEIGER DEVINE YAEGER, INC	9835 ALDEN ST	LENEXA	KS	66215	444	USA	Johnson County	MANUFACTURING (METALWORK) (FABRICATING) (MACHINING) (MILLING) (TURNING) (DRILLING) (GRINDING) (BROUING) (POLISHING) (COATING) (FINISHING) (ASSEMBLY) (PACKAGING) (LABELING) (MARKETING) (SALES) (DISTRIBUTION) (WHOLESALE) (RETAIL) (IMPORT/EXPORT) (GENERAL BUSINESS) (OTHER)	1999	Corporation	484121	Architectural Services	38	38
38	7982887	BEIGER, DARTAGE, SERVICE INC	BEIGER DEVINE YAEGER, INC	3730 BRIDGWAY ST STE 300	KANSAS CITY	MO	64131	444	USA	Johnson County	MANUFACTURING (METALWORK) (FABRICATING) (MACHINING) (MILLING) (TURNING) (DRILLING) (GRINDING) (BROUING) (POLISHING) (COATING) (FINISHING) (ASSEMBLY) (PACKAGING) (LABELING) (MARKETING) (SALES) (DISTRIBUTION) (WHOLESALE) (RETAIL) (IMPORT/EXPORT) (GENERAL BUSINESS) (OTHER)	2001	Corporation	541310	Architectural Services	38	38
18	0.7E+07	BESTORE	BESTORE, INC	10583 WIDEMER RD	LENEXA	KS	66215	444	USA	Johnson County	MANUFACTURING (METALWORK) (FABRICATING) (MACHINING) (MILLING) (TURNING) (DRILLING) (GRINDING) (BROUING) (POLISHING) (COATING) (FINISHING) (ASSEMBLY) (PACKAGING) (LABELING) (MARKETING) (SALES) (DISTRIBUTION) (WHOLESALE) (RETAIL) (IMPORT/EXPORT) (GENERAL BUSINESS) (OTHER)	1985	Other	226210	Architectural Services	18	18
48	7979564	BHC RHODES	BRUNGERDT HONORICH & COMPANY PA	6383 COLLEGE BLVD STE 300	LEAWOOD	KS	66215	444	USA	Johnson County	MANUFACTURING (METALWORK) (FABRICATING) (MACHINING) (MILLING) (TURNING) (DRILLING) (GRINDING) (BROUING) (POLISHING) (COATING) (FINISHING) (ASSEMBLY) (PACKAGING) (LABELING) (MARKETING) (SALES) (DISTRIBUTION) (WHOLESALE) (RETAIL) (IMPORT/EXPORT) (GENERAL BUSINESS) (OTHER)	1992	Other	541330	Architectural Services	48	48
173	7969768	BHC RHODES	RHODES SURVEYORS, INC	901 N 8TH ST STE 100	KANSAS CITY	KS	66101	444	USA	Wyandotte County	MANUFACTURING (METALWORK) (FABRICATING) (MACHINING) (MILLING) (TURNING) (DRILLING) (GRINDING) (BROUING) (POLISHING) (COATING) (FINISHING) (ASSEMBLY) (PACKAGING) (LABELING) (MARKETING) (SALES) (DISTRIBUTION) (WHOLESALE) (RETAIL) (IMPORT/EXPORT) (GENERAL BUSINESS) (OTHER)	1985	Other	541370	Architectural Services	173	173
70	7974126	BHC RHODES	RHODES SURVEYORS, INC	6383 COLLEGE BLVD STE 300	LEAWOOD	KS	66215	444	USA	Johnson County	MANUFACTURING (METALWORK) (FABRICATING) (MACHINING) (MILLING) (TURNING) (DRILLING) (GRINDING) (BROUING) (POLISHING) (COATING) (FINISHING) (ASSEMBLY) (PACKAGING) (LABELING) (MARKETING) (SALES) (DISTRIBUTION) (WHOLESALE) (RETAIL) (IMPORT/EXPORT) (GENERAL BUSINESS) (OTHER)	1989	Other	541330	Architectural Services	70	70
320	7976133	BIBB & ASSOC, INC	BIBB & ASSOC INC	8455 LENEXA DR	LENEXA	KS	66214	444	USA	Johnson County	MANUFACTURING (METALWORK) (FABRICATING) (MACHINING) (MILLING) (TURNING) (DRILLING) (GRINDING) (BROUING) (POLISHING) (COATING) (FINISHING) (ASSEMBLY) (PACKAGING) (LABELING) (MARKETING) (SALES) (DISTRIBUTION) (WHOLESALE) (RETAIL) (IMPORT/EXPORT) (GENERAL BUSINESS) (OTHER)	1985	Corporation	541330	Architectural Services	320	320
12	7984498	BLACKMORE & GLUNT		33833 W 107TH ST	LENEXA	KS	66215	444	USA	Johnson County	MANUFACTURING (METALWORK) (FABRICATING) (MACHINING) (MILLING) (TURNING) (DRILLING) (GRINDING) (BROUING) (POLISHING) (COATING) (FINISHING) (ASSEMBLY) (PACKAGING) (LABELING) (MARKETING) (SALES) (DISTRIBUTION) (WHOLESALE) (RETAIL) (IMPORT/EXPORT) (GENERAL BUSINESS) (OTHER)	2006	Corporation	423610	Architectural Services	12	12
15	3.5E+07	BOB HERZIG AND ASSOCIATES, INC	BOB HERZIG AND ASSOCIATES, INC	51108 N OAK TRY STE 104	KANSAS CITY	MO	64155	444	USA	Clay County	MANUFACTURING (METALWORK) (FABRICATING) (MACHINING) (MILLING) (TURNING) (DRILLING) (GRINDING) (BROUING) (POLISHING) (COATING) (FINISHING) (ASSEMBLY) (PACKAGING) (LABELING) (MARKETING) (SALES) (DISTRIBUTION) (WHOLESALE) (RETAIL) (IMPORT/EXPORT) (GENERAL BUSINESS) (OTHER)	2004	Other	541330	Architectural Services	15	15
21	7968852	BOHNET CONSTRUCTION COMPANY		6124 E CONNECTICUT AVENUE	KANSAS CITY	MO	64120	444	USA	Johnson County	MANUFACTURING (METALWORK) (FABRICATING) (MACHINING) (MILLING) (TURNING) (DRILLING) (GRINDING) (BROUING) (POLISHING) (COATING) (FINISHING) (ASSEMBLY) (PACKAGING) (LABELING) (MARKETING) (SALES) (DISTRIBUTION) (WHOLESALE) (RETAIL) (IMPORT/EXPORT) (GENERAL BUSINESS) (OTHER)	1985	Corporation	227980	Architectural Services	21	21
34	0.3E+07	BUBECK SERVICE INC	BUBECK SERVICE INC	10512 DARNELL ST	LENEXA	KS	66215	444	USA	Johnson County	MANUFACTURING (METALWORK) (FABRICATING) (MACHINING) (MILLING) (TURNING) (DRILLING) (GRINDING) (BROUING) (POLISHING) (COATING) (FINISHING) (ASSEMBLY) (PACKAGING) (LABELING) (MARKETING) (SALES) (DISTRIBUTION) (WHOLESALE) (RETAIL) (IMPORT/EXPORT) (GENERAL BUSINESS) (OTHER)	1991	Other	228210	Architectural Services	34	34
28	7984318	BUCHER WILLIS RUTLIF CORP	BUCHER WILLIS RUTLIF CORP	9018 E 104TH ST	KANSAS CITY	MO	64131	444	USA	Johnson County	MANUFACTURING (METALWORK) (FABRICATING) (MACHINING) (MILLING) (TURNING) (DRILLING) (GRINDING) (BROUING) (POLISHING) (COATING) (FINISHING) (ASSEMBLY) (PACKAGING) (LABELING) (MARKETING) (SALES) (DISTRIBUTION) (WHOLESALE) (RETAIL) (IMPORT/EXPORT) (GENERAL BUSINESS) (OTHER)	1984	Other	541310	Architectural Services	28	28
34	7965827	BUILDERS STEEL CO	BUILDERS STEEL COMPANY	6018 E 13TH AVE	KANSAS CITY	MO	64138	444	USA	Johnson County	MANUFACTURING (METALWORK) (FABRICATING) (MACHINING) (MILLING) (TURNING) (DRILLING) (GRINDING) (BROUING) (POLISHING) (COATING) (FINISHING) (ASSEMBLY) (PACKAGING) (LABELING) (MARKETING) (SALES) (DISTRIBUTION) (WHOLESALE) (RETAIL) (IMPORT/EXPORT) (GENERAL BUSINESS) (OTHER)	1994	Other	226210	Architectural Services	34	34
1201	7964145	BURNS & MCDONNELL ENGINEERING CO, INC	BURNS & MCDONNELL ENGINEERING CO, INC	9400 WARD PKWY	KANSAS CITY	MO	64134	444	USA	Johnson County	MANUFACTURING (METALWORK) (FABRICATING) (MACHINING) (MILLING) (TURNING) (DRILLING) (GRINDING) (BROUING) (POLISHING) (COATING) (FINISHING) (ASSEMBLY) (PACKAGING) (LABELING) (MARKETING) (SALES) (DISTRIBUTION) (WHOLESALE) (RETAIL) (IMPORT/EXPORT) (GENERAL BUSINESS) (OTHER)	1988	Other	541330	Architectural Services	1201	1201
51	7984360	C & C GROUP	C & C GROUP	10012 DARNELL ST	LENEXA	KS	66215	444	USA	Johnson County	MANUFACTURING (METALWORK) (FABRICATING) (MACHINING) (MILLING) (TURNING) (DRILLING) (GRINDING) (BROUING) (POLISHING) (COATING) (FINISHING) (ASSEMBLY) (PACKAGING) (LABELING) (MARKETING) (SALES) (DISTRIBUTION) (WHOLESALE) (RETAIL) (IMPORT/EXPORT) (GENERAL BUSINESS) (OTHER)	1992	Other	423610	Architectural Services	51	51
12	7996181	C P ENGINEERS & LAND SURVEYORS	CP ENGINEERS AND LAND SURVEYORS, INC	325 SW 33RD ST	TOROKA	KS	66611	444	USA	Shawnee County	MANUFACTURING (METALWORK) (FABRICATING) (MACHINING) (MILLING) (TURNING) (DRILLING) (GRINDING) (BROUING) (POLISHING) (COATING) (FINISHING) (ASSEMBLY) (PACKAGING) (LABELING) (MARKETING) (SALES) (DISTRIBUTION) (WHOLESALE) (RETAIL) (IMPORT/EXPORT) (GENERAL BUSINESS) (OTHER)	1984	Other	541370	Architectural Services	12	12
45	7964288	CAMP DRESSER AND MOORE INC		9200 WARD PKWY STE 300	KANSAS CITY	MO	64134	444	USA	Johnson County	MANUFACTURING (METALWORK) (FABRICATING) (MACHINING) (MILLING) (TURNING) (DRILLING) (GRINDING) (BROUING) (POLISHING) (COATING) (FINISHING) (ASSEMBLY) (PACKAGING) (LABELING) (MARKETING) (SALES) (DISTRIBUTION) (WHOLESALE) (RETAIL) (IMPORT/EXPORT) (GENERAL BUSINESS) (OTHER)	1996	Corporation	541330	Architectural Services	45	45
123	7857279	CAPITAL ELECTRIC LINE BUILDERS	CAPITAL ELECTRIC LINE BUILDERS	600 BROADWAY ST STE 600	MISSION	KS	66202	444	USA	Johnson County	MANUFACTURING (METALWORK) (FABRICATING) (MACHINING) (MILLING) (TURNING) (DRILLING) (GRINDING) (BROUING) (POLISHING) (COATING) (FINISHING) (ASSEMBLY) (PACKAGING) (LABELING) (MARKETING) (SALES) (DISTRIBUTION) (WHOLESALE) (RETAIL) (IMPORT/EXPORT) (GENERAL BUSINESS) (OTHER)	1989	Corporation	228210	Architectural Services	123	123
48	7973146	CE COMPUTER COMPANY, LLC	CE COMPUTER COMPANY, LLC	5901 SHAWNEE MISSION PKWY STE 13	MISSION	KS	66202	444	USA	Johnson County	MANUFACTURING (METALWORK) (FABRICATING) (MACHINING) (MILLING) (TURNING) (DRILLING) (GRINDING) (BROUING) (POLISHING) (COATING) (FINISHING) (ASSEMBLY) (PACKAGING) (LABELING) (MARKETING) (SALES) (DISTRIBUTION) (WHOLESALE) (RE						

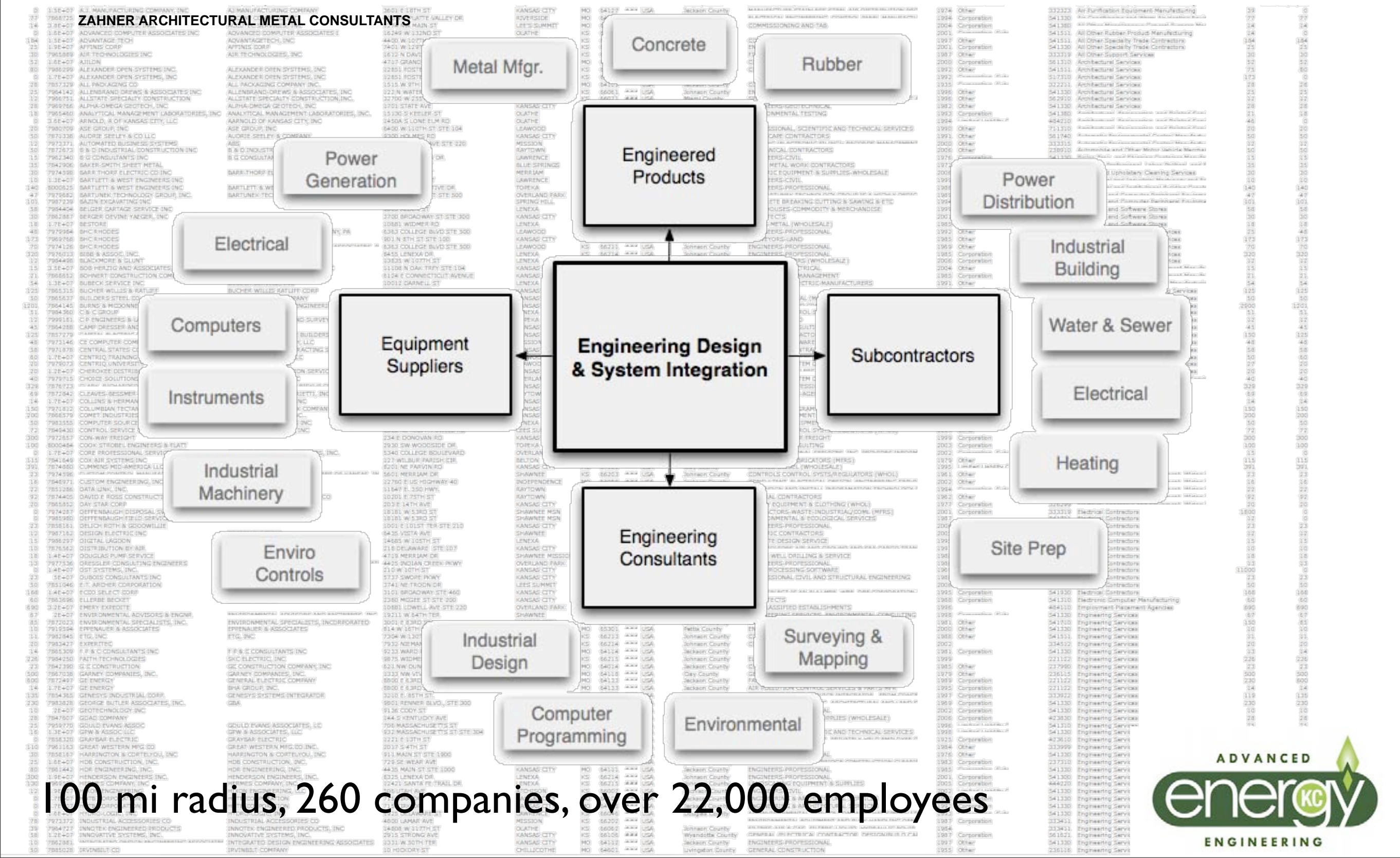


# KC Engineering Cluster – B&M Ecosystem





# KC Engineering Cluster – B&M Ecosystem



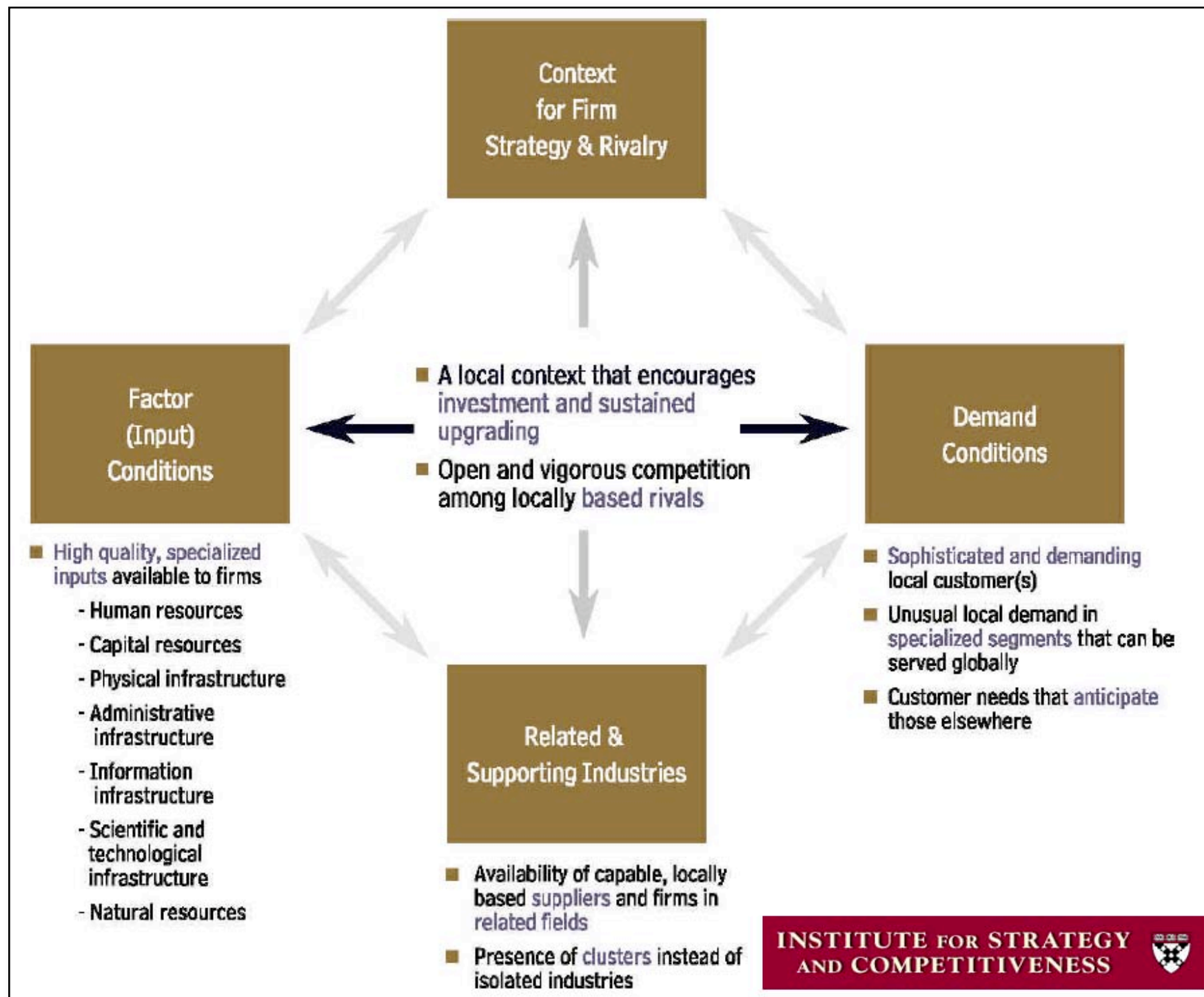


# KC Engineering Cluster – History

- History spans over 120 years (roots in Morrill Act 1862)
- 100K students graduate annually from area colleges and universities
- Kansas & Missouri consistent rank in top quartile of states with engineer and scientist graduates at percentage of overall workers
- State of KS consistently ranks in the top 10 of states educating scientists and engineers as a percentage of overall degrees

**“You have sort of a perfect storm of new engineering and other design graduates who help to staff these companies. We’re just surrounded by terrific engineering, architectural and environmental programs that graduate great kids.” – Greg Graves**

# KC Engineering Cluster - Benefits

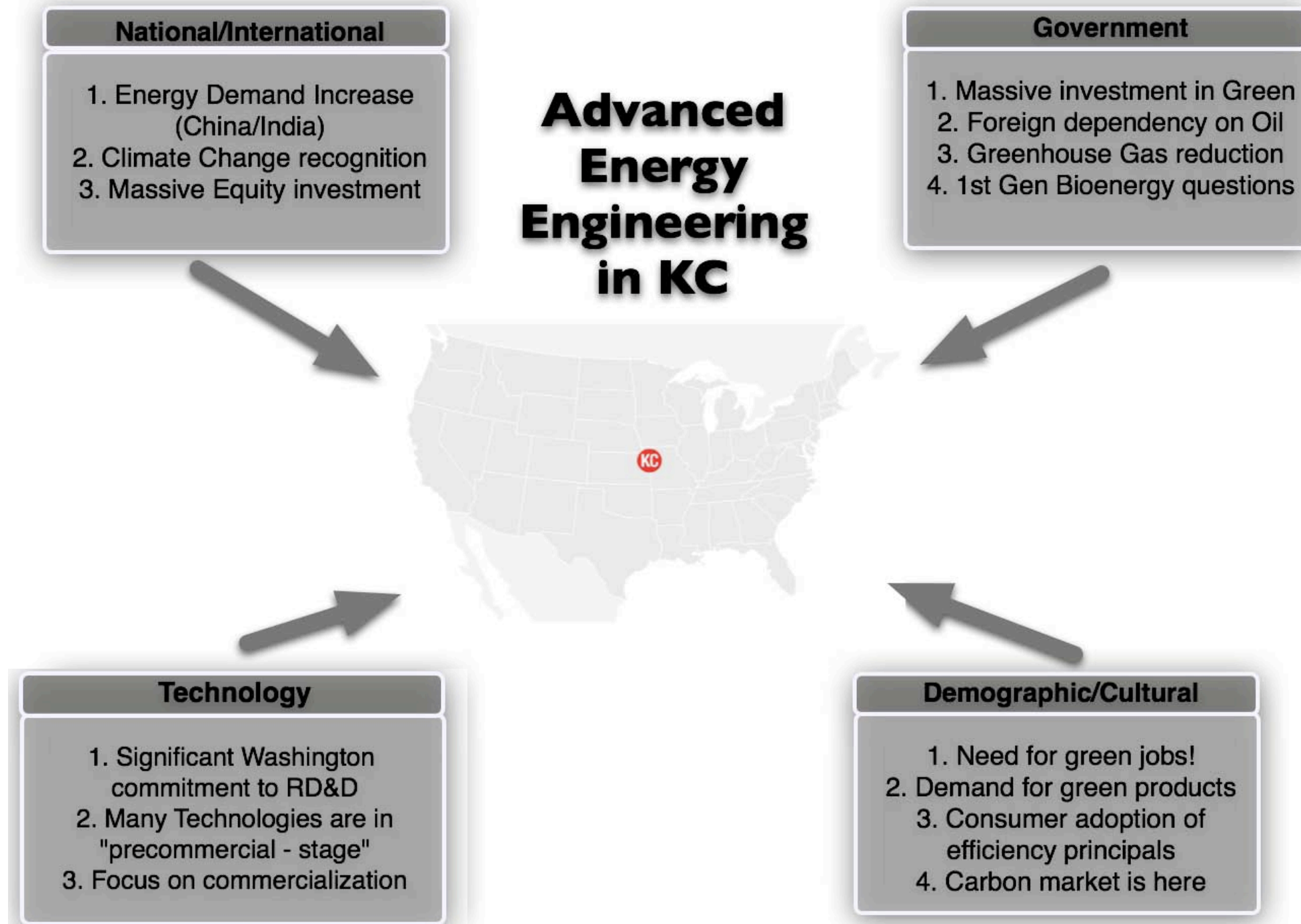


## Benefits

- Sustained pool of talent
- Suppliers in related fields transfer knowledge
- Community support
- Investment & Sustained upgrading
- Centers of Innovation get created



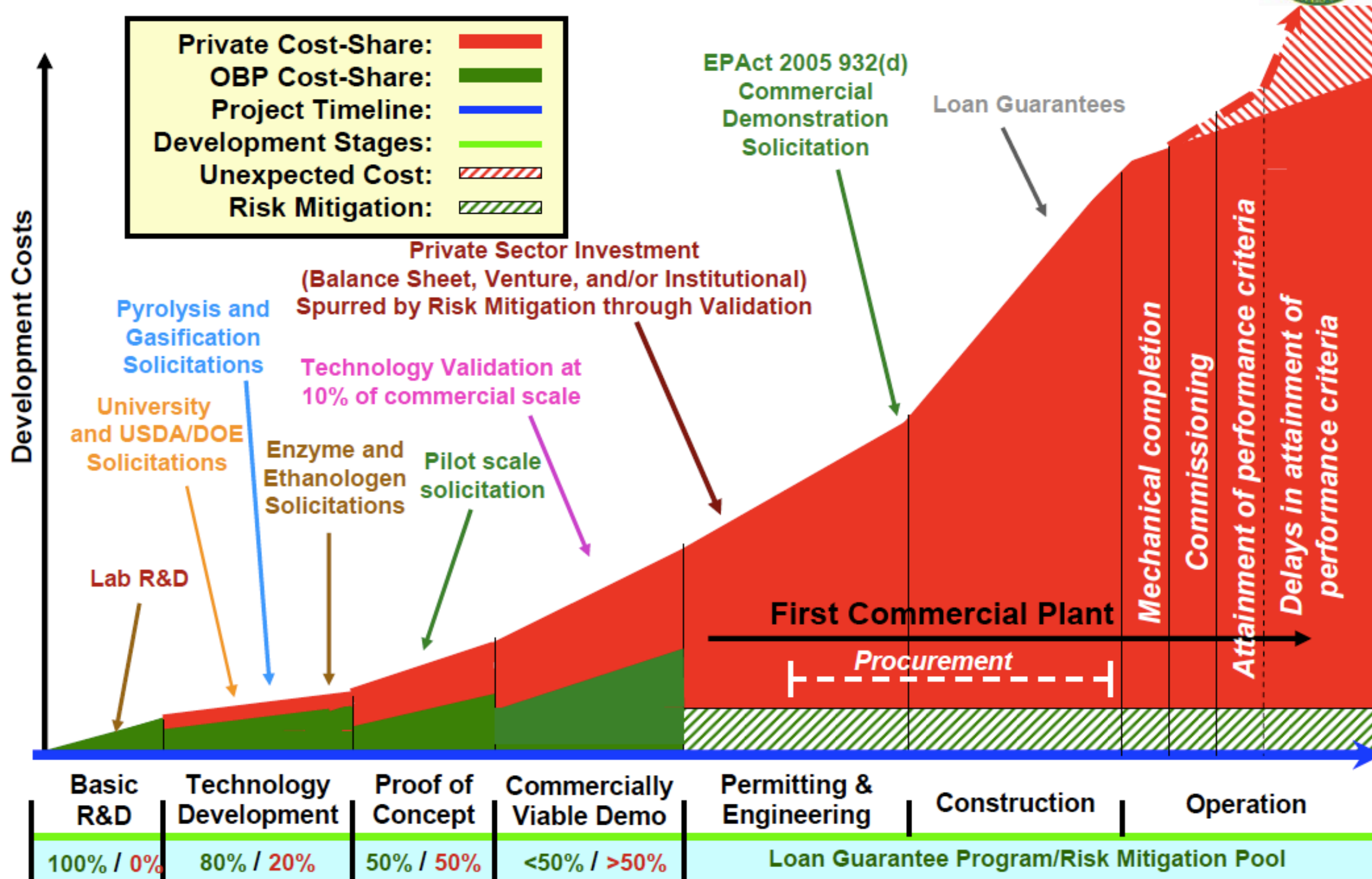
# Advanced Energy Economy: Market Forces





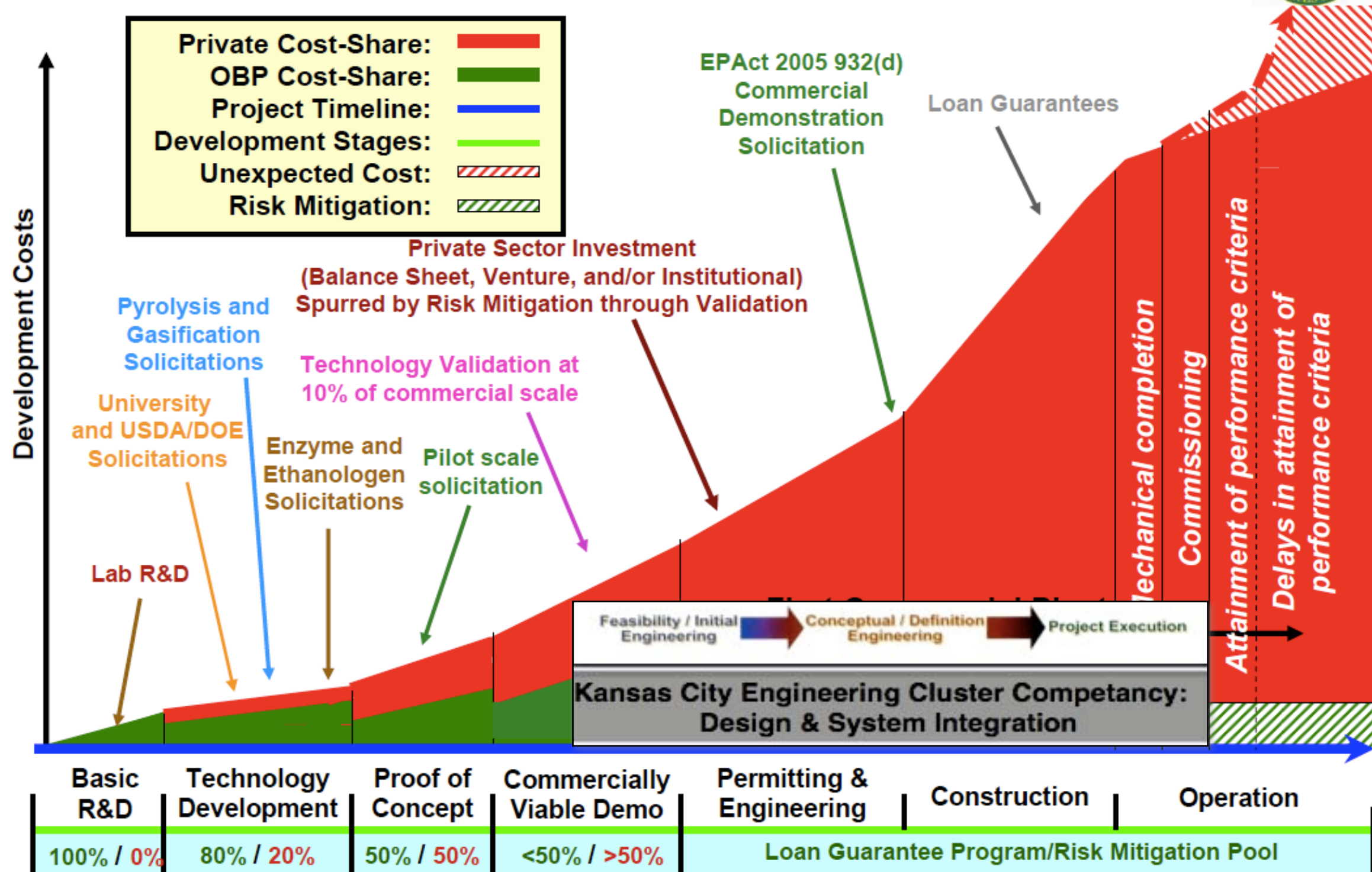
# State of the Advanced Energy Economy

## Deployment Barriers and Solutions



# State of the Advanced Energy Economy

## Deployment Barriers and Solutions





# Advanced Energy economy here today

# Advanced Energy economy here today





# Strategic Recommendations

Two-pronged 'complementary' approach to creating more jobs in advanced energy economy in KC:

- I. Use engineering cluster to support priorities around Bioenergy, Advanced Battery and Wind
- II. Grow the existing engineering services cluster

# Strategic Recommendations

## I. Priorities with Bioenergy, Advanced Battery, and Wind Sectors

### a. Talent Pool support

1. Develop complete KC engineering cluster dBase
2. ID supplier companies for 3 sectors
3. ID potential people in KC engineering cluster for 'skillset conversion' into sector
4. Sell 'talent pool' capabilities to sector companies

# Strategic Recommendations

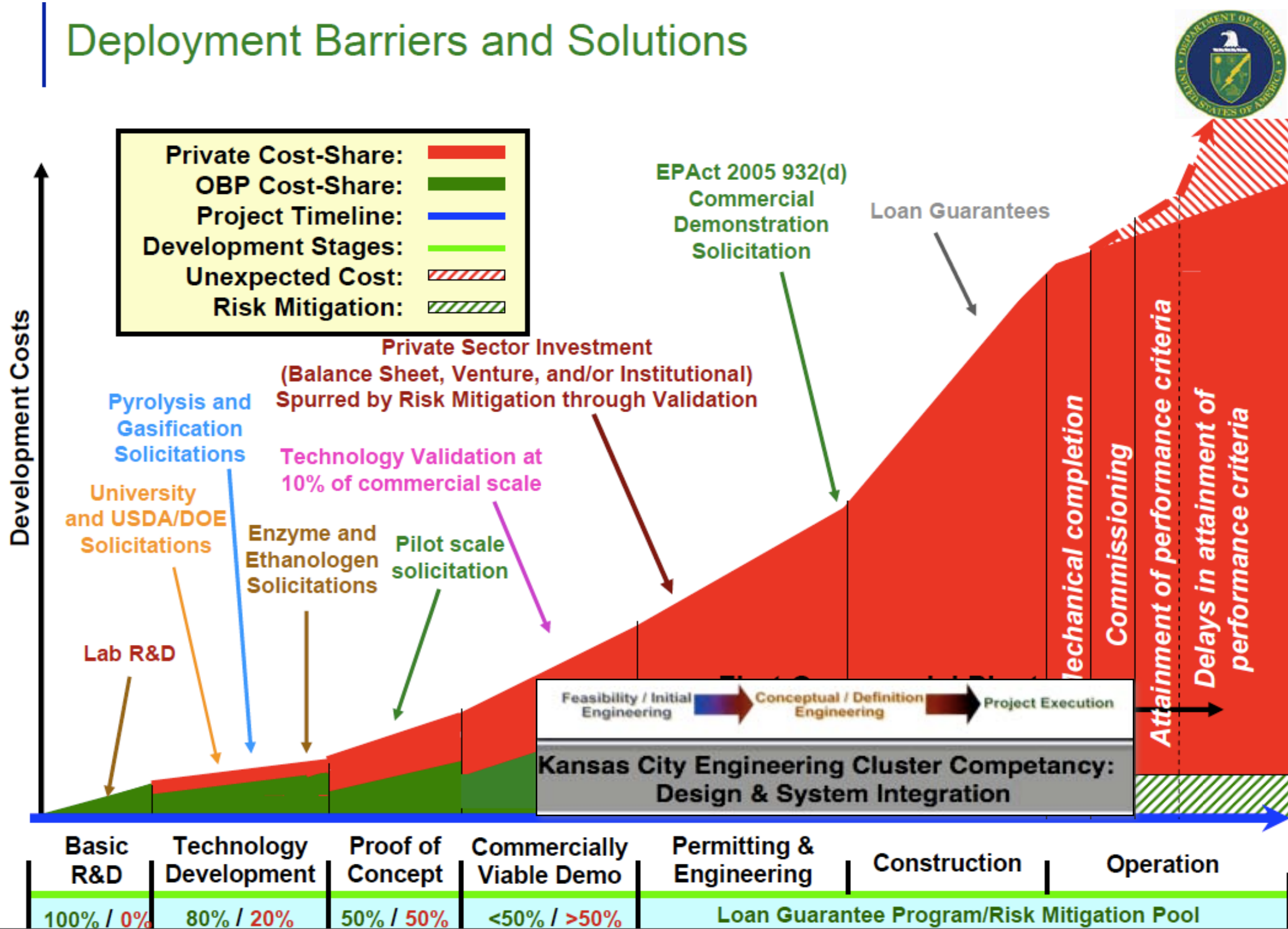
## b. Create KC-based 'Commercialization Centers'

1. Collaboration among Academic/Research/  
Engineering/Industry
2. Pool resources to develop specific capabilities  
that are strategically important to region
3. Leverage federal research \$\$
4. Build proof of concept facilities



# Commercialization Center

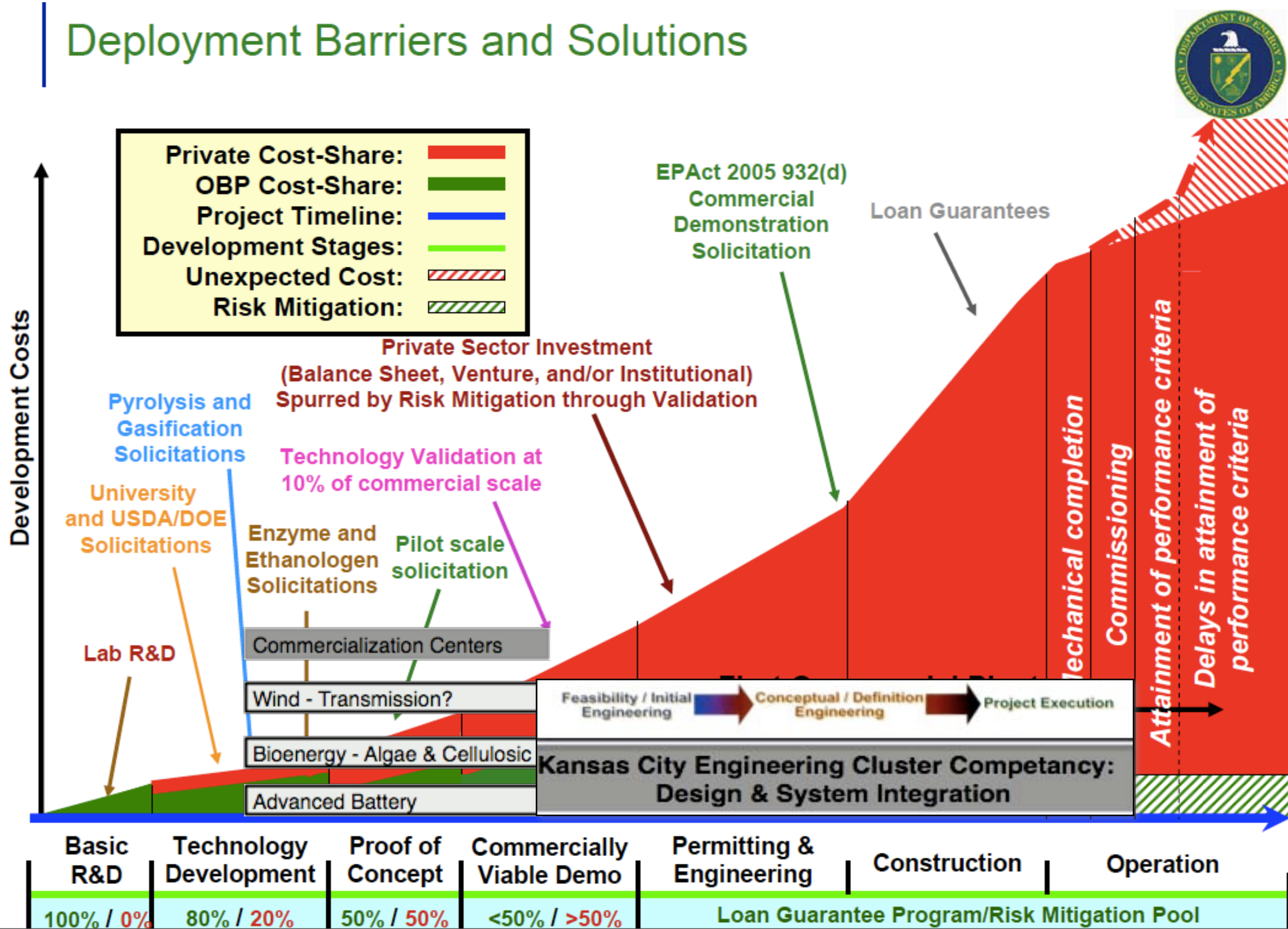
## Deployment Barriers and Solutions





# Commercialization Center

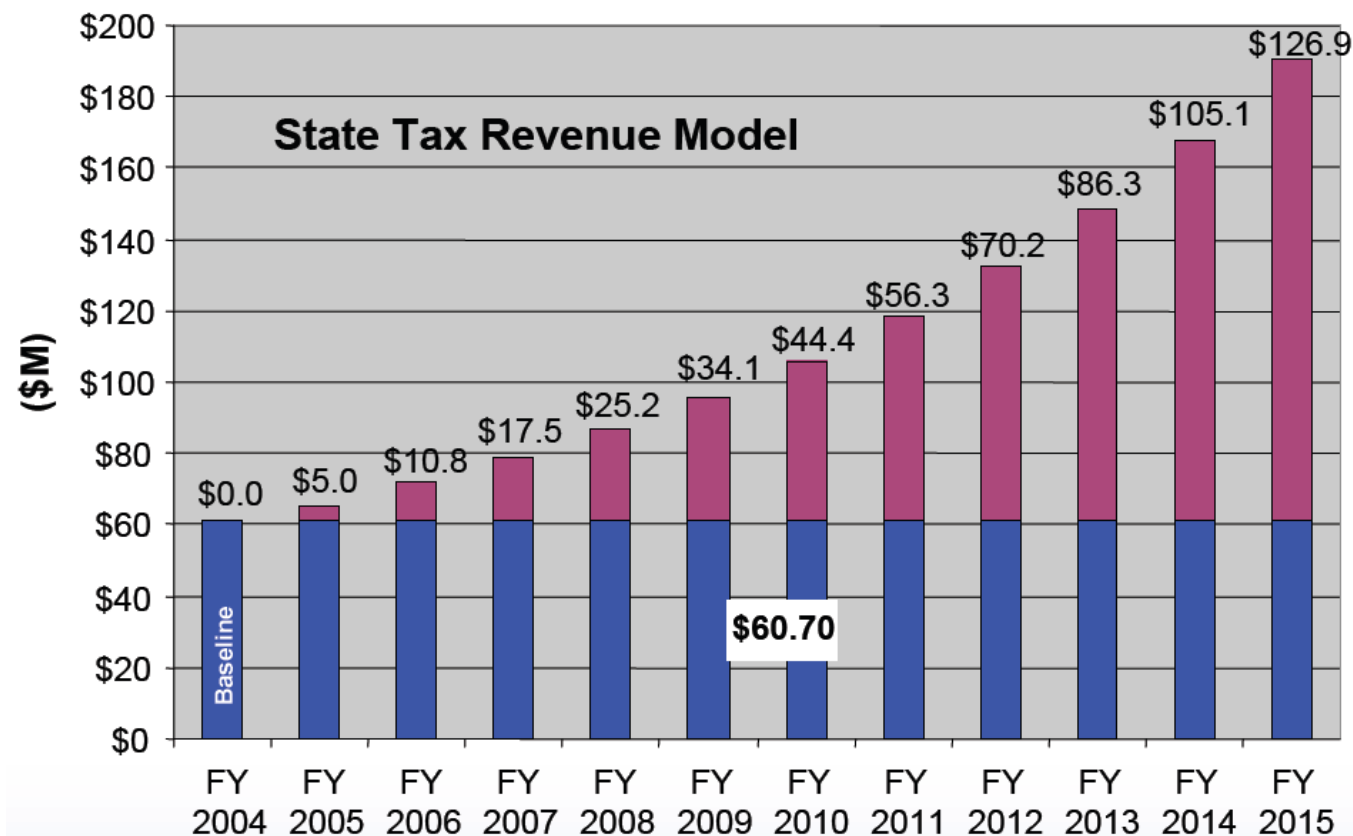
## Deployment Barriers and Solutions



# Strategic Recommendations

- I. Grow the Existing Engineering Services Cluster
  - a. Marketing – Brand Region, develop strategy  
(Animal Health Corridor as Model)
  - b. ID cluster gaps with engineering firms to  
define candidate companies for recruitment
  - c. Bi-state advanced energy investment act  
(Kansas Economic Growth Act as Model)

# Bi-state advanced energy investment act

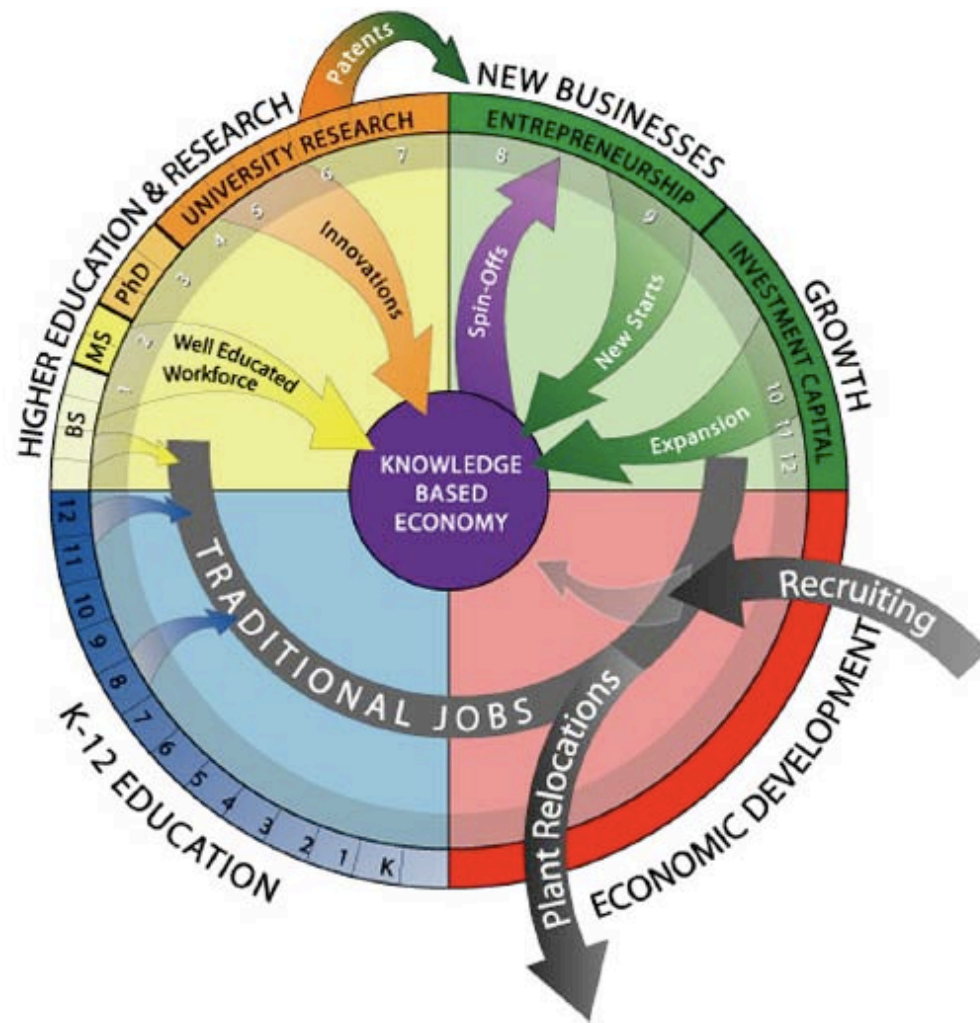


*Keys off net new jobs growth*

- I. Incremental state taxes generated by growth of advanced energy companies and research institutions over and above the base taxation year
- I. State Treasurer will allocate increment of growth in state taxes to Investment Fund
- I. EIIA Investment Fund will be used to fund Advanced Energy RD&D



# Strategic Recommendations



## Key Advanced Energy Programs

1. Federal Research Matching Funds
1. Engineering Scholars Program (University)
1. Strategic Recruitment Investment dollar
2. Workforce Development
3. K-12 Science & Engineering



Questions/Suggestions:  
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Block Andrews – [bandrews@burnsmcd.com](mailto:bandrews@burnsmcd.com)

Thank you:  
KCADC Team







# Wind Team

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Michael Farmer, CAP CO2  
Rob Freeman, TradeWind Energy  
Karen Fenaroli, EFL Associates  
Tim Gelvin, Johnson County Community College  
Jon Gribble, Black & Veatch  
Gary Groninger, Burns & McDonnell  
Paul Hentschke, TranSystems  
Randi Tveitaraas Jack, Kansas Department of Commerce  
Cynthia Kantor, General Electric  
Bryant Lamer, Spencer Fane Britt & Browne  
Steve McDowell, BNIM  
Paul Todd Merrill, ClayCo  
Greg Nook, JE Dunn Construction  
Brian Staton, CBRE







# Executive Summary

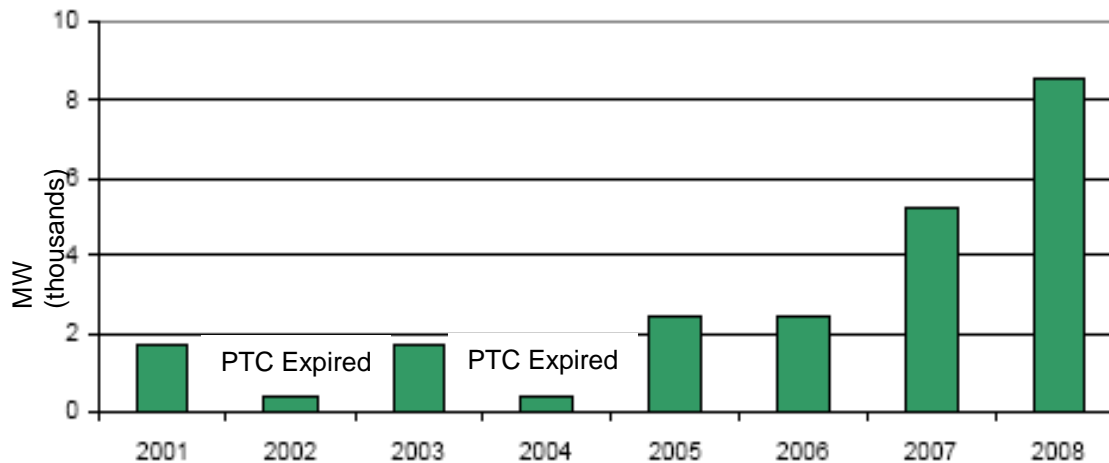
- Industry Overview
- International Focus
- Workforce Development & Incentives
- Talent Attraction & Anecdotes
- KCADC Opportunities
- Marketing Messages



## U.S. Market Drivers

- Market Demand – U.S. #1 in 2008 at 31% - installed capacity 28,206 MW
- Wind accounted for 42% of new generation added in 2008
- Desire for Investment & Job Creation
- Market Pressure
  - Energy prices, financing, state Renewable Portfolio Standards (RPS), federal Renewable Energy Standards (RES), Production Tax Credit (PTC), transmission capacity, transport, stimulus funds

FIGURE 9 Annual installed wind energy capacity, 2001-08

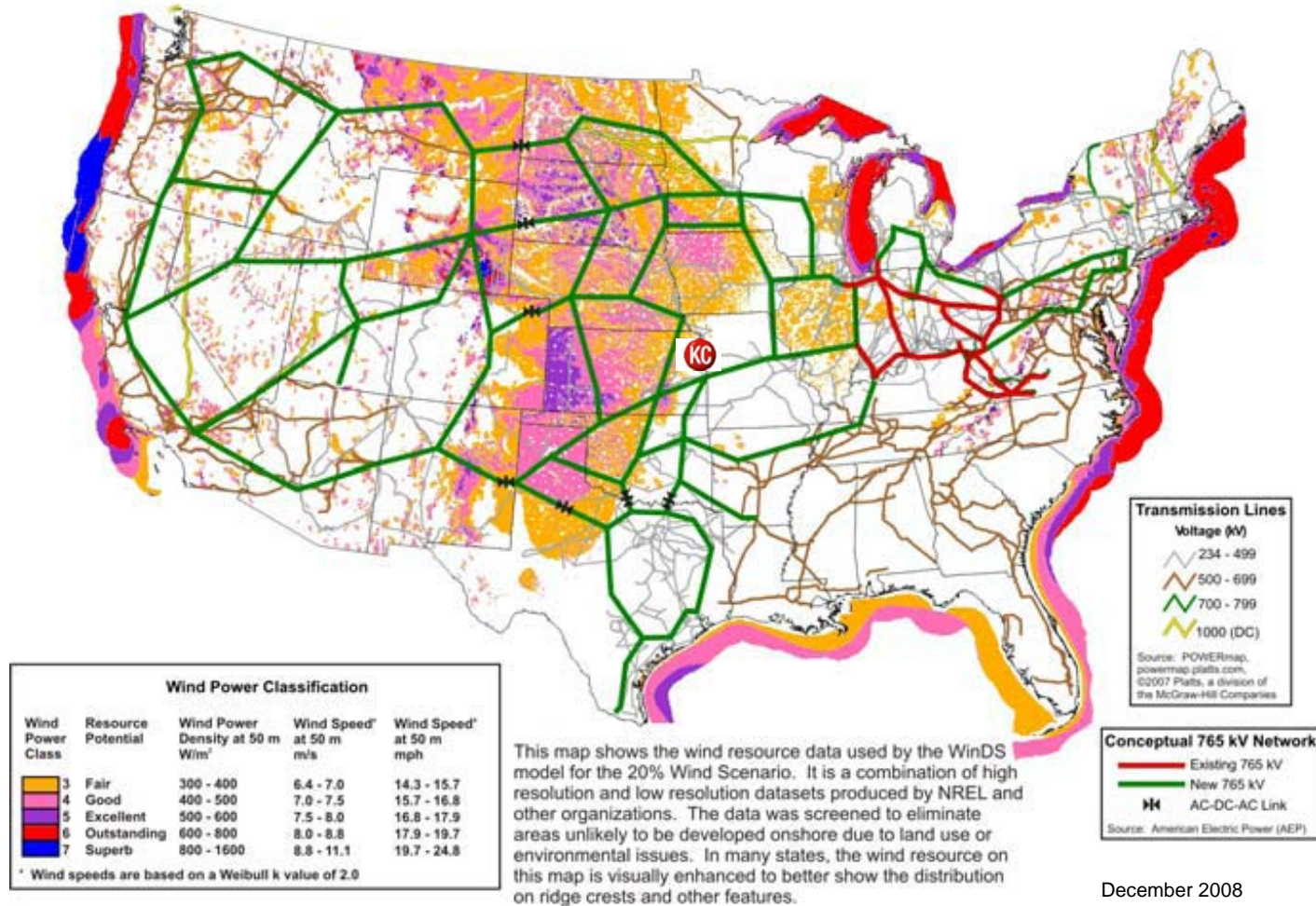


Source: AWEA, Annual Wind Industry Report, 10.





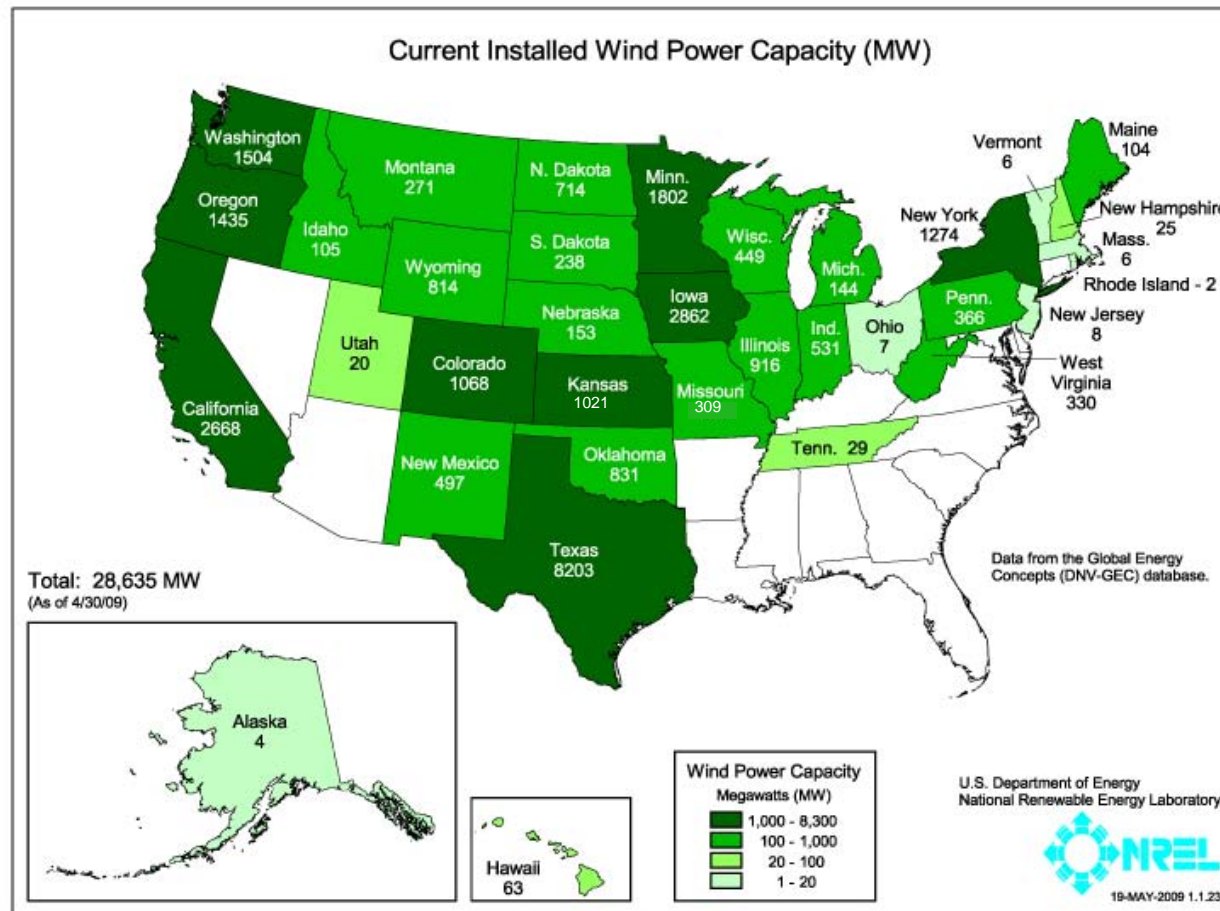
# Wind Resources & Conceptual Green Power Superhighway



December 2008



# U.S. Installed Wind Capacity



## Top 20 States for Wind Energy Potential

- 1 North Dakota
- 2 Texas
- 3 **Kansas**
- 4 South Dakota
- 5 Montana
- 6 Nebraska
- 7 Wyoming
- 8 Oklahoma
- 9 Minnesota
- 10 Iowa
- 11 Colorado
- 12 New Mexico
- 13 Idaho
- 14 Michigan
- 15 New York
- 16 Illinois
- 17 California
- 18 Wisconsin
- 19 Maine
- 20 **Missouri**





## International Focus

- European Feed-in Tariff
  - Established Fixed Long Term Pricing
  - Guaranteed Grid Access
  - Diverse and Robust Renewable Energy Environment
- Issues Related To U.S. Entry By European Companies:
  - Utility RFP Model
  - Economic And Project Finance Differences
- Political And Policy Environment



## International Focus

- Company Concerns
  - Power Purchaser/Market Acceptance In U.S.
  - Supply Chain Recreation
    - Quality Control (e.g. ISO 9000 certification)
    - Logistics
    - Costs
  - Establishing Human Resource And Intellectual Capital
- U.S. Is Geographically Challenging and Confusing
  - Coasts, Midwest, Great Plains, Upper Midwest, Etc.
- Site Selection Process Largely Still In Infancy but Quickly Evolving





# Workforce Development & Incentives

## Workforce Development

- Ongoing discussion around regional programs
- Out state existing programs
- Existing industry/business assets
- Need regional flagship program/partnership

## Incentives

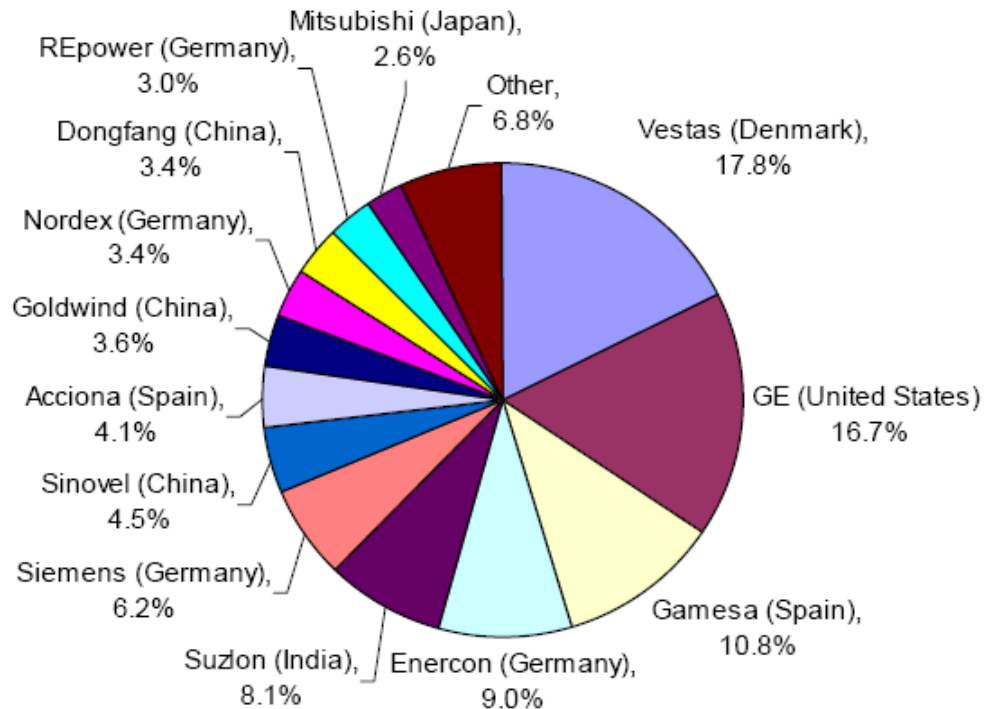
- Financial
- Policy
- Image





# Talent Attraction

**Global wind turbine market share, by OEM, 2008**



Source: BTM Consult, *International Wind Energy Development: World Market Update 2008*, 24.

## Anecdotal Comments:

- Europeans approach to US talent pool (VESTAS example)
- Trade Show Experience (Europeans versus Americans)
- Hidden Talent Base for Company Onboarding
- How KC attracts Talent



# Talent Attraction

- Desired Experience for “Transitioned Talent”
  - Energy
  - Renewable Energy
  - Engineering/Construction
  - Industrial & Farm Equipment
  - Automotive
  - Aerospace & Defense
  - Electrical Equipment
  - Mining, Crude-Oil Production
  - Oil & Gas Equipment, Services
  - Petroleum Refining
  - Telecommunications
  - Transportation and Logistics
  - Consultancies (Project Management & Engineering)





# Targeted Approach

- Created global list of >400 potential target companies
  - Wind turbine OEMs
  - Component suppliers
  - European wind exhibitors
- Performed initial screen based on high level data
- Evaluated targets against selection criteria & prioritized via “QFD”
  - Revenue, # employees, current US locations
  - Need for advanced engineering skill base
  - Value logistics assets and central location
  - Desire or need for new headquarters
  - Interest in Advanced Energy corridor
- Initial results indicate high tech components or global headquarters are best targets

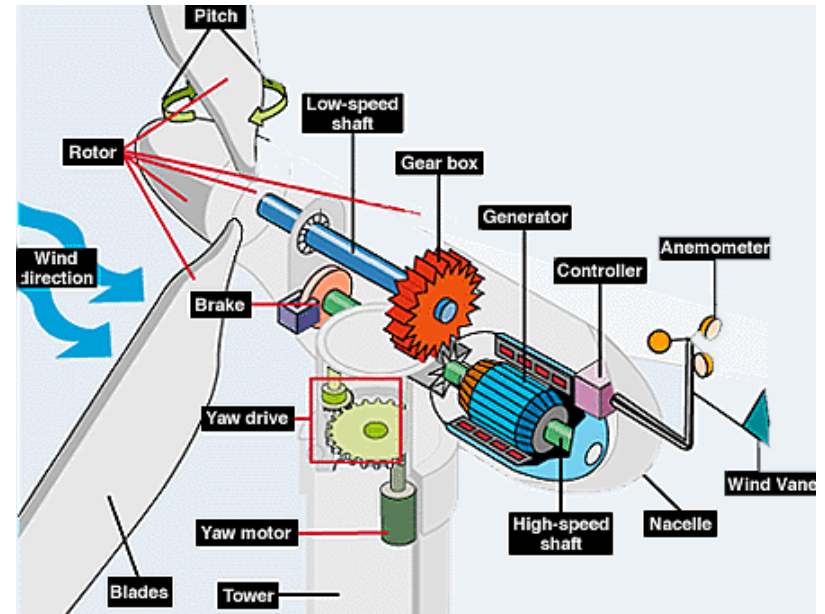




# Regional Opportunities

## Primary Targets:

- Headquarters
  - European w/no U.S. facilities
  - European w/U.S. manufacturing
- High Value Component Suppliers
  - European-based
  - U.S. locations on coast
- Decision Drivers:
  - Advanced Engineering
  - Professional Services
  - Wages
  - Location along wind corridor





## Potential Marketing Messages

Tagline:	America's Wind Corridor
Location:	Centrally located along North-South Wind Corridor stretching from Mexico to Canada Close to wind energy sites and grid connections
Wind Ranking:	Top 10 for wind potential
Airport:	International access
Workforce:	Skilled laborer to highly engineered pedigree
Supply Chain:	Access to rail/logistics Central location creates cost efficiencies
Power sources:	Low-cost, reliable and abundant electric power
High voltage:	Proximity to future high voltage transmission lines
Value system:	Strong Midwestern work ethic, good cost of living & educational system



# Outreach

- **Trade Shows**
  - Windpower Expo – booth/possible reception,
  - European Wind Energy Conference, April 20-23, 2010 in Warsaw – attendance
- **Association Memberships**
  - American Wind Energy Association
  - European Wind Energy Association
  - Global Wind Energy Council
- **Connections**
  - Danish Wind Energy Group
  - German American Wind Group
- **Publications/Advertising**
  - North American WindPower Magazine
  - Electric Perspectives
- **Local Opportunities**
  - American Wind Energy Association
  - Global Wind Energy Council
  - Wind Powering America







# Executive Summary

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