



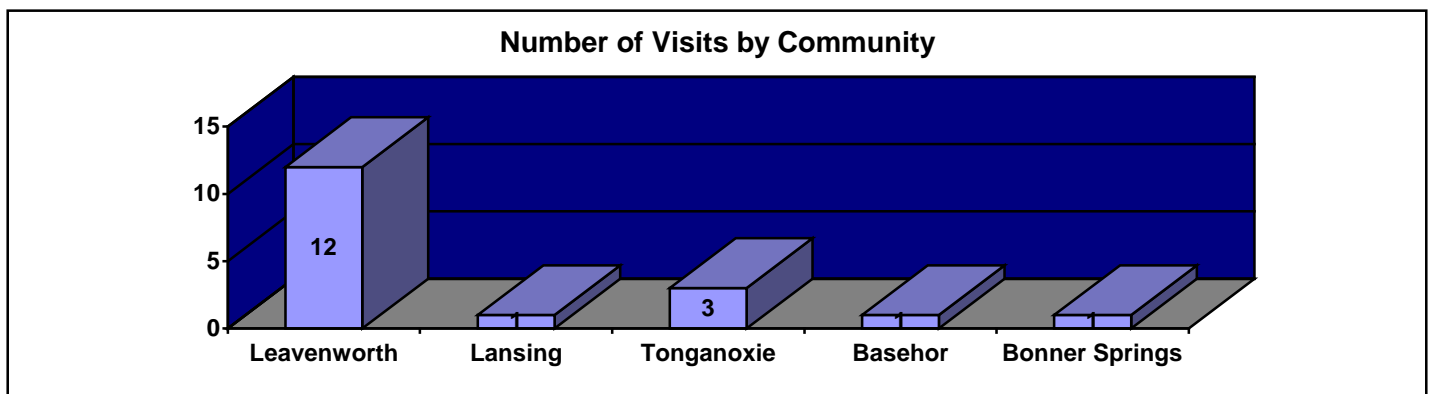
**LEAVENWORTH
COUNTY**
DEDICATED TO THE
INDUSTRY OF INNOVATION

Existing Business Report

2st Quarter, 2009

The following report is designed to share information about existing businesses in Leavenworth County. Results were obtained from 18 business visits during the 2009 2nd Quarter. As part of Leavenworth County Development Corporation's (LCDC) Business Retention and Expansion Program, the data is released to demonstrate the current business climate and businesses' views towards doing business in Leavenworth County.

GENERAL COMPANY INFORMATION



A majority of the businesses LCDC met with from April through June in 2009 were privately owned and on average, businesses have been in business for an average of 47 years. Of those 47 years, businesses have been located in Leavenworth County for an average of 63 years.

The most common type of facility LCDC met with was Corporate Headquarters. We met with 12 headquarter operations. We also met with two divisions, and four branch offices.

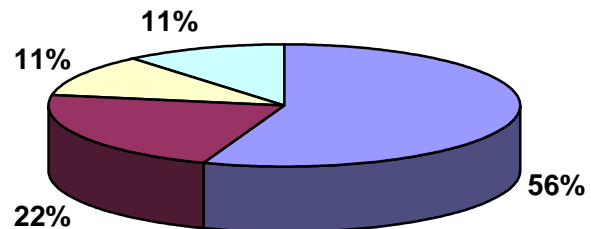
2nd Quarter by the Numbers

Average Square Feet of Facilities: 8,600

Average Square Feet per employee: 785

Ownership

Private Public Government Not-for-Profit



Industry

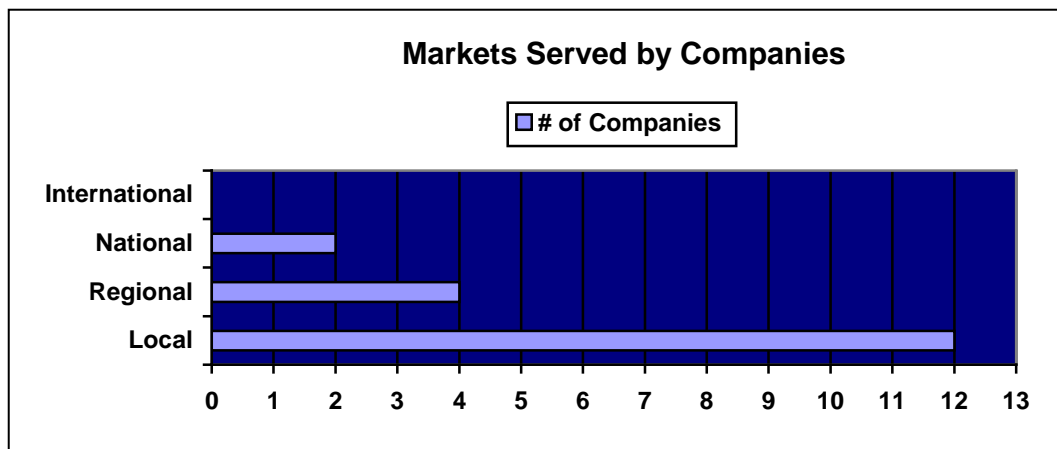
Type of Industries LCDC Met With

Distribution	1	Manufacturing	2
Tax Services	1	Insurance	2
Banking	2	Education	1
Utility	1	Government	2
Healthcare	1	Real Estate	1
Information	2	Home Improvement	2
Technology			

PRODUCT AND MARKET

Primary Markets:

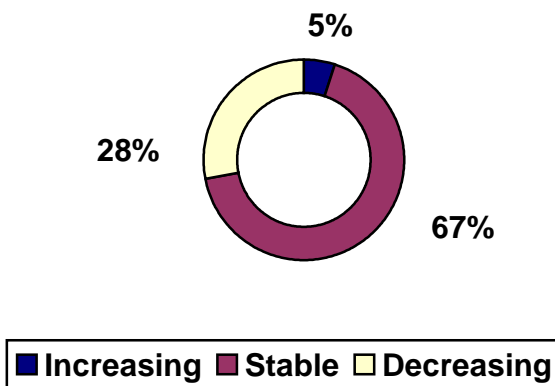
Most companies interviewed this quarter are serving local markets.



Company Sales:

The graph to the right shows that a majority of businesses sales have remained stable over the past year. Many companies have had to diversify their services and have seen increases in some areas but many market-driven sales have seen a decrease in the past year.

Change in Company Sales



EXPANSIONS AND DOWNSIZINGS

Expansions:

In the last year, 3 out of the 18 businesses expanded their business. One of the businesses indicated they added over \$1 million in capital investments in the past year in Leavenworth County. In the past year there were no jobs eliminated among the businesses but there were 5 jobs added.

Expansion Plans and Job Creation:

Eight companies plan to expand within the next year in Leavenworth County. A total of 17 jobs are anticipated to be created and at this time, no employers anticipate cutting any jobs. At this time, none of the businesses anticipate any downsizing. **These numbers do not reflect job fluctuations due to seasonal positions and do not include contracted positions.*

Machinery and Facility Expansion:

Two businesses indicated they plan on increasing their facility size. Planned expansion projects for these businesses total several million dollars in capital investment.

WORKFORCE

Five businesses anticipate their employment needs increasing in the next year. There were 33 total unfilled positions at the time of visits.

Below are Leavenworth County's Labor Force estimates:

	May 2009	May 2008
Civilian Labor Force:	33,711	32,777
Employment:	31,159	31,247
Unemployment:	2,552	1,530

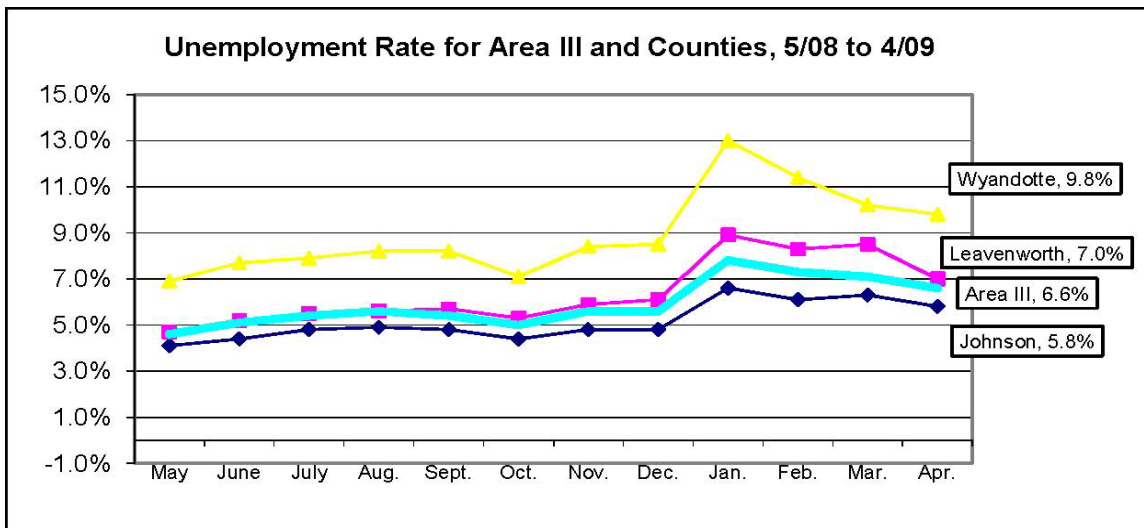
Total employees in Leavenworth County among 18 businesses:
944

On a scale of 1-5 (5 being the greatest) employers rated the following on workforce in Leavenworth County:

Availability of Workers: 4.66 **Quality of Workforce:** 3.8

- 83% of employers rated their turnover rate as low
- 17% of businesses have a medium turnover rate

Leavenworth County's unemployment rate for May 2009 was 7.6% compared to 8.6% in January 2009. The State of Kansas unemployment rate for May 2009 was 6.9%, up from 6.4 % in January 2009. In May 2008, Leavenworth County's unemployment rate was 4.7%. (Source: Kansas Department of Labor)



The Unemployment Rate graph shows how Leavenworth County compares to Wyandotte and Johnson Counties. Area III shows the average rate of all 3 counties. (Source: Workforce Partnership)

Only 33% of companies reported they experience recruitment problems when hiring new employees. Some employers use a recruiter; however, additional methods include word of mouth, personal references, colleges and scholarships.

Companies are having the most difficult time finding the following positions and skills:

Skills

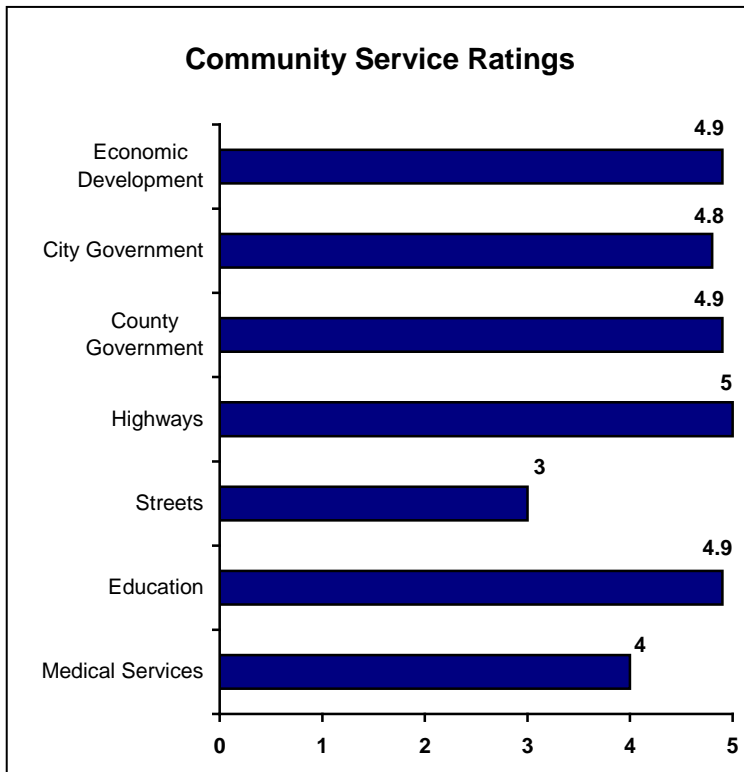
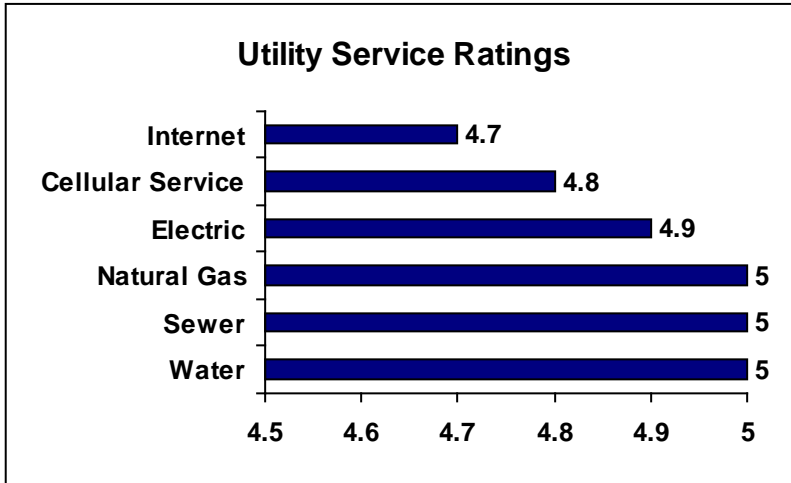
Ability to Drive
Soft Skills
Ability to Pass Drug Test
Dependability

Positions

Drivers
Tellers
Physicians
Nurses
Police Officers

What Do Businesses Have to Say About Doing Business in Leavenworth County?

On a scale of 1-5 (5 being the great) business leaders were asked to rate the following services. The charts below reflect the average ratings of those who responded.



If you have any questions regarding the existing business report please contact LCDC using the information below.

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Please visit our website at www.LVCountyED.org for more information about LCDC.

Leavenworth County's Strengths as a Place to do Business

- Accessibility
- Available land and space and not overcrowded
- Aggressive political environment
- Available utilities
- Close to Fort Leavenworth and KCI Airport
- Diverse
- Great Midwest reputation
- Great socioeconomic issues
- Good quality of life
- I-70 interchange
- Little congestion
- Low cost of operating a business
- Low cost of rental properties
- Midwest location- geographically centered in the U.S.
- Opportunities
- Proximity
- Transient economy related to the military
- Recession proof
- Stable workforce
- Several Amenities
- Safe
- Small town attitude with great work ethics
- Stable economy

Leavenworth County's Weaknesses as a Place to do Business

- Aging population
- Competing with federal wages
- Flat economy
- Lack of infrastructure and aging infrastructure
- Lack of retail
- Legends area pulling away sales
- Lack of private sector and volunteerism
- Need more rooftops to attract retail
- Negative perceptions of the community- internally and externally
- Not enough employment and service jobs available
- Need more sidewalks and trails
- Pressure on fees and rates for services
- School systems
- Socioeconomic status