



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

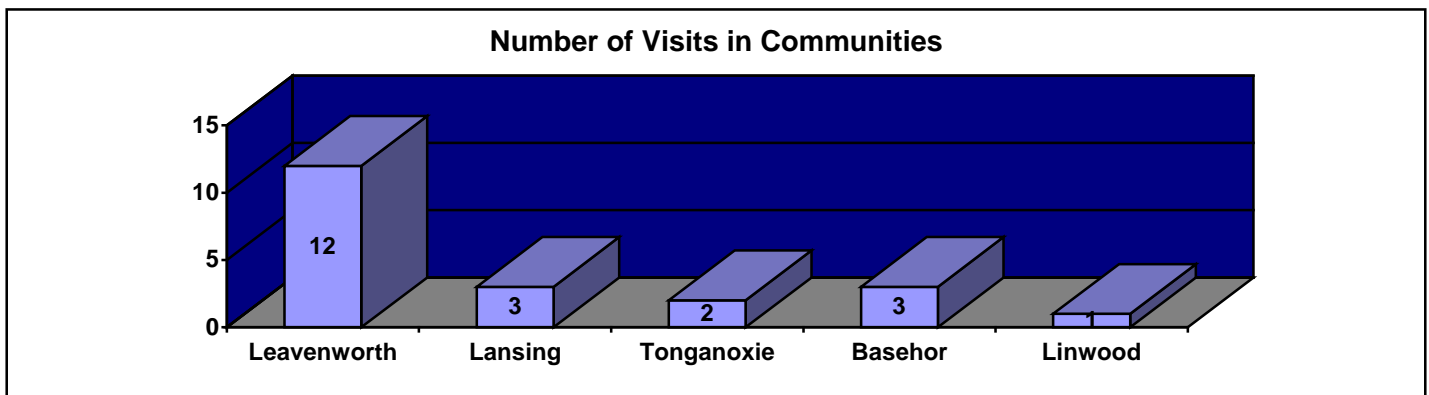
# Existing Business Report

## 4<sup>st</sup> Quarter, 2008

*The following Report is designed to share information about existing businesses in Leavenworth County. Results were obtained from 21 business visits during the 2008 4<sup>th</sup> 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.*

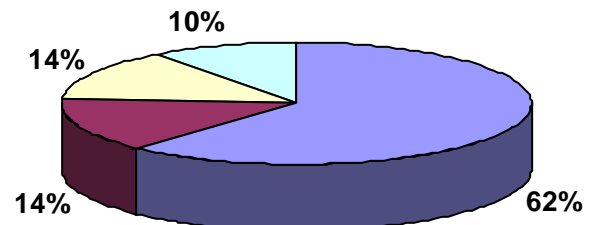
### GENERAL COMPANY INFORMATION

A majority of the businesses were located in the City of Leavenworth and the remaining businesses were equally distributed amongst the other communities.



### Ownership

■ Private ■ Public ■ Government ■ Employee-Owned



A majority of the businesses LCDC met with from October to December in 2008 were privately owned and on average, businesses have been in business for 64 years. Of those 64 years, businesses have been located in Leavenworth County for an average of 55 years.

The most common type of facilities LCDC met with was Corporate Headquarters. Types of headquarters included office (5), manufacturing (4) and distribution (4). We also met with four divisions and one branch manufacturing plant.

#### Company Facility Size

Average Square Feet of Facilities: 23,833  
Average Square Feet per employee: 1,024

*On average, 100 jobs would require approximately 100,000 square feet.*

### Industry

#### Type of Industries LCDC Met With

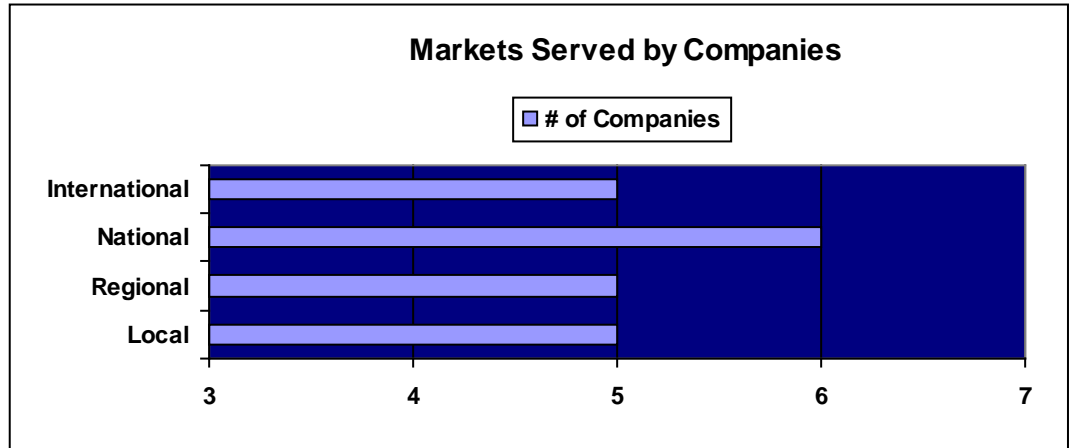
Distribution	4	Manufacturing	4
Publishing	2	Correctional Facility	2
Banking	2	Education Facility	1
Utility	1	Government	1
Military Defense	1	Real Estate	1

Most companies' competitors are located in Kansas City, KS; Kansas City, MO; and within Leavenworth County.

## PRODUCT AND MARKET

### **Primary Markets:**

Most companies interviewed are serving National markets. The remaining businesses are equally serving local, regional and international markets.

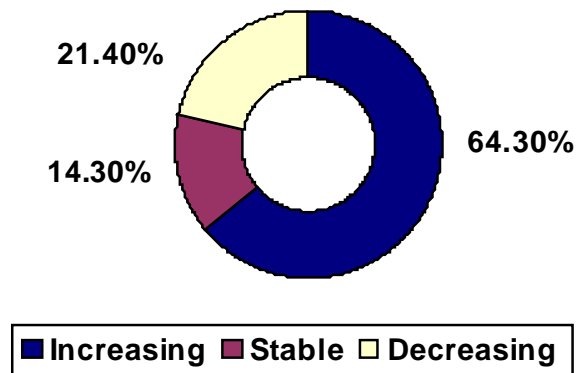


### **Company Sales:**

Average company sales for those responding was \$113,516,546.

The graph to the right shows how companies' sales have changed in the past year.

### **Change in Company Sales**



### **Export Sales:**

76.2% of businesses do not export any products. Out of the 5 companies that do export, 4 businesses stated their export sales are increasing and only one of the businesses has experienced a decrease in export sales. The average percent of export sales among the 5 companies is 28%. A majority of export sales are to China, Asia and Germany. Other international markets include: Singapore, Japan, South America, Mexico, India, Peru, UK, Korea and Russia.

### **Imports:**

Only 5 of the 21 businesses import and all stated their imports are increasing.

## EXPANSIONS AND DOWNSIZINGS

### **2008 Expansions:**

In 2008, 7 out of the 21 businesses expanded their business. Only four businesses were able to provide the amount of capital they have invested with a total amount of \$5,176,532.

### **Expansion Plans and Job Creation:**

8 companies plan to expand their Leavenworth County locations within the next year. A total of 334 jobs are anticipated to be created. Companies are planning on cutting a total of 10 jobs in the next year. None of the companies have any plans to relocate or expand their business outside of the community. *\*These numbers do not reflect job fluctuations due to seasonal positions and do not include contracted positions.*

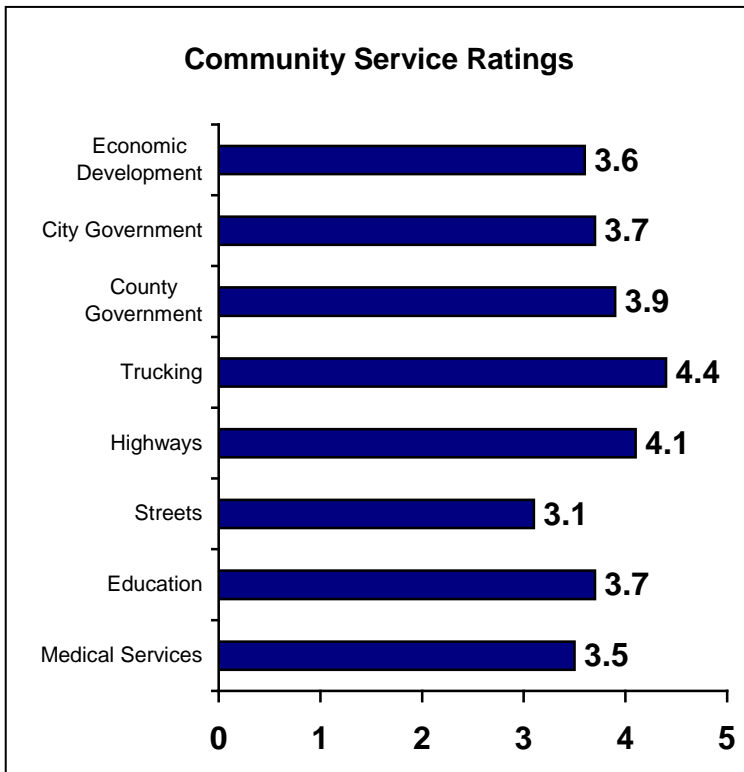
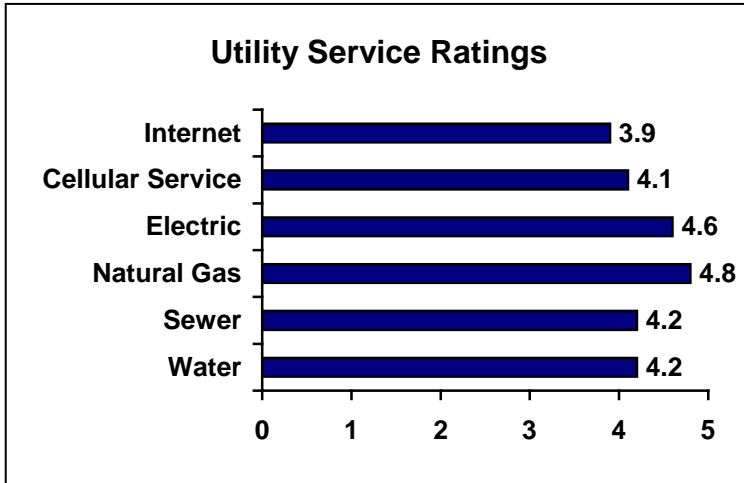
### **Machinery and Facility Expansion:**

Three businesses plan on purchasing new equipment in the next year and four businesses plan on increasing their facility size.



## 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](http://www.LVCountyED.org) for more information about LCDC.

### Leavenworth County's Strengths as a Place to do Business

- Proximity and Locality
- Stable Employment
- Small Town atmosphere
- Citizens are able to respond to needs of the Community
- Loyal Customers
- Low Permit and Building Costs
- Lower Taxes
- Strong Rural Community
- Strong Airport Efforts
- 24-40 and I-70 bridge in Tonganoxie
- Low Cost of Doing Business
- Stable Economy
- Several Retirees
- Longevity
- Supportive Community
- Fort Leavenworth
- Universities and Education Opportunities
- Good Work Ethic
- Better Degree of Person

### Leavenworth County's Weaknesses as a Place to do Business

- Lack of Planning and Zoning
- Freight (unable to use companies because of no freight)
- No industry
- Lack of Building Space and Facilities
- Businesses fail to use Local Businesses
- Farmers are leaving and the community needs to develop new focus
- The County is not marketed enough
- Poor Economy and Housing Market
- City Ordinances
- Industrial Park Maintenance and Development
- Transportation
- County needs more Government policies
- Competition
- Schools
- Poor retail community
- Roads need to be paved and improved
- City maintenance needs improved
- County needs tighter restrictions
- City Government Volunteers need to be more educated