WELCOME TO KANSAS
Kansas Department of Commerce

- Key economic development agency for Kansas
- Enhance the state’s economy and quality of life

Governor Kelly

Lt. Governor/Secretary Toland
➤ **SURFACE AREA:** 82,277 sq mi (213,000 sq km)
➤ **POPULATION:** 2.9 million (70% urban)
HUB OF ACCESSIBILITY

Central Geographic Location
Kansas is a Triple-A-plus State

- **Agriculture**
  - Beef, Wheat, Soy, Food Processing,
    Agricultural Equipment, Food Safety

- **Animal Health**
  - KC Corridor represents 56% of total worldwide animal health, diagnostics & pet food sales

- **Aviation**
  - Textron Aviation (Cessna & Beechcraft), Bombardier Learjet, Spirit Aerosystems, Airbus, 450+ suppliers
Plus, these other key industries

- Advanced Manufacturing – Automotive, Metal Fabrication, Composites
- Energy – Wind Energy, Biofuels, Oil & Gas
- Logistics – Warehouse/Distribution, Transportation
- Engineering/Telecommunications
- Bioscience – Clinical Research, Drug Development
Kansas is also a major logistics hub

Logistics Park Kansas City – Edgerton, KS (LPKC)

- 3,000-acre inland distribution hub intermodal development
- Served by BNSF Railway
- 300 acres of rail-served land
- 30 million square feet of existing facilities
- 14.4 million square of new distribution facilities
- Speculative and build-to-suit opportunities available
- Located a few miles from I-435
- Designated as Foreign Trade Zone
International Division

The three pillars of the international business

- Foreign Affairs
- Export Promotion
- International Investments
Foreign Affairs

Kansas-Henan Sister-State Relationship
40th Anniversary Celebration in 2021
Inaugural Kansas soybean shipment delivered to China

Jan 15, 2022

SHARE THIS POST:  

KANSAS-HENAN INAUGURAL SOYBEAN SHIPMENT
CELEBRATING 40 YEARS OF OUR SISTER STATE RELATIONSHIP

TOPEKA – Lieutenant Governor and Commerce Secretary David Toland today congratulated Kansas grain wholesaler The DeLong Co. on its recent shipment of 500 metric tons of soybeans to Henan Shennong Extracted Feed Technology Co. in Henan, China – the first such direct containerized grain shipment to China ever from the state of Kansas.

The soybean shipment resulted from the 40-year Sister State relationship between the State of Kansas and the Chinese province of Henan. In May of 1989, Kansas Governor John Carlin and Henan Governor Liu Ji signed an agreement establishing friendly Sister-State relations to develop cooperation, facilitate diplomacy and foster a strong business connection. In September of 2021, Kansas and Henan celebrated the 40th anniversary of this long-standing relationship with a virtual event that included top political, economic, agricultural and educational leaders from Kansas and Henan.
Foreign Affairs

Taiwan Agricultural Goodwill Mission in 2019

The continuing meat procurement from Kansas
International Investment
International Investment Contributes to Kansas Economy

$9 billion-plus has been invested in Kansas by private sector businesses since January of 2019.

Top Sources of FDI in Kansas (77 Total Announced Greenfield Projects)

- Germany: 16.9%
- Japan: 10.4%
- Canada: 10.4%
- United Kingdom: 9.1%
- France: 9.1%
- Other: 44.2%

Kansas vs. Its Neighbors

- Kansas: 5.0%
- Germany: 4.3%
- Japan: 6.4%
- Canada: 5.4%
- United Kingdom: 4.4%

Kansas vs. USA

- Average: 5.5%
- Kansas: 5.4%

Kansas now beats the national average in the number of jobs supported by international investment.
International Investments
# Export Promotion

## 2021 Kansas Top Ten Export Markets

<table>
<thead>
<tr>
<th>Rank</th>
<th>Description</th>
<th>ANNUAL 2019</th>
<th>ANNUAL 2020</th>
<th>ANNUAL 2021</th>
<th>%2020-2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Mexico</td>
<td>2,212,026,088</td>
<td>2,079,292,201</td>
<td>2,759,428,927</td>
<td>32.71</td>
</tr>
<tr>
<td>2</td>
<td>Canada</td>
<td>1,928,060,528</td>
<td>1,687,237,661</td>
<td>2,045,512,215</td>
<td>21.23</td>
</tr>
<tr>
<td>3</td>
<td>China</td>
<td>552,909,169</td>
<td>722,370,490</td>
<td>1,124,443,043</td>
<td>55.66</td>
</tr>
<tr>
<td>4</td>
<td>Japan</td>
<td>1,030,928,884</td>
<td>902,946,413</td>
<td>1,071,556,612</td>
<td>18.67</td>
</tr>
<tr>
<td>5</td>
<td>Korea, Republic Of</td>
<td>395,220,633</td>
<td>420,585,787</td>
<td>577,617,340</td>
<td>37.34</td>
</tr>
<tr>
<td>6</td>
<td>Germany</td>
<td>508,069,090</td>
<td>393,636,837</td>
<td>479,446,425</td>
<td>21.8</td>
</tr>
<tr>
<td>7</td>
<td>United Kingdom</td>
<td>461,875,242</td>
<td>375,231,475</td>
<td>373,596,200</td>
<td>-0.44</td>
</tr>
<tr>
<td>8</td>
<td>Singapore</td>
<td>367,940,904</td>
<td>277,811,428</td>
<td>320,494,323</td>
<td>15.36</td>
</tr>
<tr>
<td>9</td>
<td>Australia</td>
<td>180,243,030</td>
<td>207,584,125</td>
<td>313,700,672</td>
<td>51.12</td>
</tr>
<tr>
<td>10</td>
<td>Taiwan</td>
<td>250,036,762</td>
<td>258,211,185</td>
<td>312,209,977</td>
<td>20.91</td>
</tr>
</tbody>
</table>
# Export Promotion

## Kansas Top Ten Export Categories

<table>
<thead>
<tr>
<th>Rank</th>
<th>Description</th>
<th>ANNUAL 2021</th>
<th>ANNUAL 2020</th>
<th>ANNUAL 2019</th>
<th>%2020-2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Aircraft, Spacecraft, And Parts Thereof</td>
<td>2,141,337,407</td>
<td>1,724,173,978</td>
<td>2,313,294,809</td>
<td>24.19</td>
</tr>
<tr>
<td>2</td>
<td>Meat And Edible Meat Offal</td>
<td>2,051,348,197</td>
<td>1,601,912,347</td>
<td>1,584,044,433</td>
<td>28.06</td>
</tr>
<tr>
<td>3</td>
<td>Cereals</td>
<td>1,467,710,165</td>
<td>984,827,428</td>
<td>952,309,865</td>
<td>49.03</td>
</tr>
<tr>
<td>4</td>
<td>Industrial Machinery, Including Computers</td>
<td>1,140,339,780</td>
<td>915,691,918</td>
<td>1,068,051,054</td>
<td>24.53</td>
</tr>
<tr>
<td>5</td>
<td>Electric Machinery Etc; Sound Equip; Tv Equip; Pts</td>
<td>1,012,317,535</td>
<td>851,148,813</td>
<td>942,131,816</td>
<td>18.94</td>
</tr>
<tr>
<td>6</td>
<td>Oil Seeds Etc.; Misc Grain, Seed, Fruit, Plant Etc</td>
<td>627,378,783</td>
<td>633,996,479</td>
<td>575,784,058</td>
<td>-1.04</td>
</tr>
<tr>
<td>7</td>
<td>Food Industry Residues &amp; Waste; Prep Animal Feed</td>
<td>369,923,624</td>
<td>268,207,851</td>
<td>293,105,682</td>
<td>37.92</td>
</tr>
<tr>
<td>8</td>
<td>Optic, Photo Etc, Medic Or Surgical Instrments Etc</td>
<td>309,437,247</td>
<td>310,625,939</td>
<td>307,520,131</td>
<td>-0.38</td>
</tr>
<tr>
<td>9</td>
<td>Special Classification Provisions, Nesoi</td>
<td>282,656,175</td>
<td>371,668,076</td>
<td>585,698,867</td>
<td>-23.95</td>
</tr>
<tr>
<td>10</td>
<td>Beverages, Spirits And Vinegar</td>
<td>281,130,951</td>
<td>99,119,093</td>
<td>3,170,765</td>
<td>183.63</td>
</tr>
</tbody>
</table>
# Export Promotion

## Top Ten Categories Kansas Exports to Canada

<table>
<thead>
<tr>
<th>Rank</th>
<th>Description</th>
<th>2021</th>
<th>2020</th>
<th>2019</th>
<th>%2020-2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Industrial Machinery</td>
<td>331,425,287</td>
<td>272,822,420</td>
<td>312,926,281</td>
<td>21.48</td>
</tr>
<tr>
<td>2</td>
<td>Aircraft And Parts</td>
<td>236,374,093</td>
<td>182,851,222</td>
<td>253,771,380</td>
<td>29.27</td>
</tr>
<tr>
<td>3</td>
<td>Electric Machinery</td>
<td>230,205,381</td>
<td>168,789,524</td>
<td>198,470,041</td>
<td>36.39</td>
</tr>
<tr>
<td>4</td>
<td>Beverages</td>
<td>127,360,111</td>
<td>27,654,371</td>
<td>804,762</td>
<td>360.54</td>
</tr>
<tr>
<td>5</td>
<td>Vehicles And Parts Etc</td>
<td>117,490,728</td>
<td>243,609,382</td>
<td>292,284,164</td>
<td>-51.77</td>
</tr>
<tr>
<td>6</td>
<td>Rubber Articles</td>
<td>110,658,385</td>
<td>87,663,803</td>
<td>87,823,537</td>
<td>26.23</td>
</tr>
<tr>
<td>7</td>
<td>Mineral Fuel</td>
<td>98,572,986</td>
<td>31,813,377</td>
<td>32,774,062</td>
<td>209.85</td>
</tr>
<tr>
<td>8</td>
<td>Meat</td>
<td>90,813,973</td>
<td>87,951,380</td>
<td>79,501,552</td>
<td>3.25</td>
</tr>
<tr>
<td>9</td>
<td>Food Industry Residues &amp; Waste</td>
<td>84,614,323</td>
<td>69,552,177</td>
<td>108,131,514</td>
<td>21.66</td>
</tr>
<tr>
<td>10</td>
<td>Plastics Articles</td>
<td>74,031,324</td>
<td>57,144,285</td>
<td>64,100,425</td>
<td>29.55</td>
</tr>
</tbody>
</table>
International Division

The Three Functions

EDUCATION
- Webinars
- Company Visits
- Counseling

PROMOTION
- Grant Programs
- Trade Missions
- Sister State

RECOGNITION
- Exporter of the Year
The SBA federal grant is administered through Kansas Commerce to help new and existing exporters to export through activities that include:

- Training
- Trade Mission and Shows
- Market Entry
KITSAP
Kansas International Trade Show Assistance Program

► A grant to help companies exhibit products at an international trade show
► Reimburse 50% of direct trade show expenses up to $3500 per show
► $7000 allowance per year
KITMAP
Kansas International Trade Marketing Assistance Program

- A grant to help companies with those export marketing activities not covered by either KITSAP or STEP

- 50% of the direct expenses up to $5000 per activity.

- $5000 allowance per year.
KITSAP - KITMAP - STEP
COMPARISON CHART

<table>
<thead>
<tr>
<th>KITSAP</th>
<th>KITMAP</th>
<th>STEP</th>
</tr>
</thead>
<tbody>
<tr>
<td>Trade Show Exhibit Space</td>
<td>Foreign Sales Trips: International airfare</td>
<td>Foreign Sales Trips: Transportation of products</td>
</tr>
<tr>
<td>Foreign Sales Trips: Overseas lodging</td>
<td>Foreign Sales Trips: Interpreter fee for the trip</td>
<td>Foreign Product Certifications</td>
</tr>
<tr>
<td>Database Subscriptions for Market Research (1st year)</td>
<td>Industry Association Memberships (1st year)</td>
<td>International Credit Reports</td>
</tr>
<tr>
<td></td>
<td>Letter of Credit Processing Fees</td>
<td>New Foreign Language Company Brochures</td>
</tr>
<tr>
<td>Market Research &amp; Consultations</td>
<td>Trade Mission Participation (Non-STEP funded)</td>
<td>Trade Shows and Missions</td>
</tr>
<tr>
<td></td>
<td>Translation &amp; Interpretation Services</td>
<td>Market Entry Support</td>
</tr>
<tr>
<td></td>
<td>Virtual Marketing Events</td>
<td>Export Training</td>
</tr>
<tr>
<td></td>
<td>Compliance Management (e.g. CE Marking)</td>
<td></td>
</tr>
</tbody>
</table>

*Note: The comparison chart is visual and does not provide a numerical value for each item.*
Kansas Governor’s Exporter of the Year Award

Black & Veatch – 2021’s Award Recipient
INTERNATIONAL DIVISION

Jeff Willis
International Division Director
(785) 296-2410, (785)213-2590
Jeff.Willis@ks.gov

April Chiang
International Project Manager
(785) 296-5473, (785)213-7545
April.Chiang@ks.gov