



CERTIFIED SITE  
KANSAS

# KANSAS DEPARTMENT OF COMMERCE CERTIFIED SITES PROGRAM

*MARLA CANFIELD*



## What is a Certified Site?

- A Kansas Certified Site designation is issued to properties that have successfully completed a set of program requirements to demonstrate that the property is primed for development and ready for investment.
- The program seeks to reduce the risk associated with development by providing detailed information including price and availability, utilities, access, environmental concerns and potential site development costs.



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# PURPOSE

The purpose of the Kansas Certified Sites program is to define benchmarks consistent with national economic development industry standards regarding the availability and development potential of commercial or industrial development sites.



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# SOURCES OF PROSPECTS



- Self generated by local contacts



- Existing business looking to expand or add new product line
- Site selection consultant for client



- Kansas Department of Commerce

# PROGRAM OVERVIEW

## **A Kansas Certified Site is a parcel, or parcels, of land which:**

- A local government or locally recognized economic development organization
- Parcel(s) total 10 contiguous acres or more in size -controlled by one entity
- Primarily to be marketed for business or industrial recruitment or expansion
- Not intended for retail or residential development



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# PROGRAM OVERVIEW

- Containing, at a minimum:

- A 6" water main
- Industrial capacity sanitary sewer
- 3-phase, 12Kv electric infrastructure available to the property line of the site

If utilities are not in place, letters from the utility purveyor(s) may be provided describing process, estimated costs, and timeline required

- Cleared of dense forestation and underbrush and which is reasonably flat to the extent adequate developable space is available without excessive cut and fill effort
- Listed on LOIS-LocationOne with complete and current community information or electronic application materials attached to the site page
- Achieved recognition and certification from the Kansas Department of Commerce
- \$250 fee for application submission (this doesn't include costs for survey's)

# Benefits of Site Certification

*Being a certified site improves the competitive edge for marketing an available site*



## **SPEED OF PROGRESS**

Decreases the investment period for a potential Commerce project



## **CERTAINTY**

Certified Site status provides companies moving their business to Kansas more certainty



## **SIGNALS**

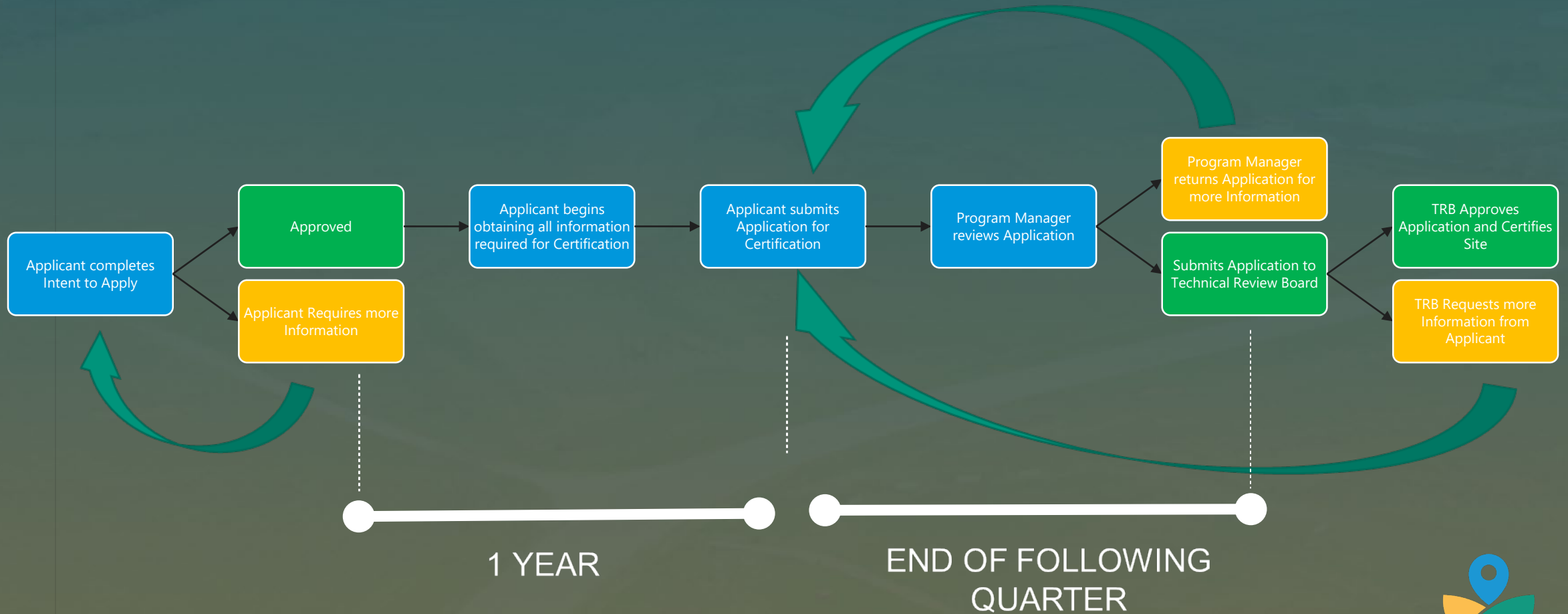
Demonstrates to a potential business that the site is economically and developmentally sound



## **COMMITMENT**

Demonstrates the commitment of the site community to the success of the potential business

# Certified Site Application Process





# Annual Verification

If a Certified Site has not been sold or transferred within 1 year of Certification, the Applicant must submit an Annual Verification, at no charge



## Required information for Annual Verification:

Acres Certified	Total Acres at Site	Number of RFPs Submitted for the Site	Number of Visits Site Received for RFP Consideration	First Site Certification Date
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# Getting Started

- Get players fully on board
- Have some of the background on the site
- Understand the target markets for the site
- Time intensive process
- Who will pay bills?
- Commitments for site and utilities
- Divide up the work!



# INTENT TO APPLY

Available [HERE](#)

Refer to the Program Information and Program Resource Guide to assist with the Intent to Apply. The Intent to Apply must be accompanied by at least one of the following:

- **Site Map**
- **Marketing Brochure**
- **Current Aerial Photo**
- **Suitable material showing the site and its general location relative to the Site Community**

\* Site Community

\* Applicant Name:


\* Site Name (if applicable):

\* Acres to be Certified:

\* Total Acres at Site:

\* Contact Person Name:

\* Contact Phone Number:

  
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# APPLICATION FOR CERTIFICATION

Available [HERE](#)

Refer to the Program Information and Program Resource Guide to assist with the Application for Certification

All sections of the application must be completed, including:

- **Ownership Information**
- **Property Information**
- **Environmental & Cultural Information**
- **Access Information**
- **Community Information**
- **All attachments must be in PDF format**

\* Site Community

\* Applicant Name:


\* Site Name (if applicable):

\* Acres to be Certified:

\* Total Acres at Site:

\* Contact Person Name:

\* Contact Phone Number:

  
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# REQUIRED INFORMATION

	Sections of Information	
1	Ownership Information	✓
2	Property Information	✓
3	Environmental / Cultural Information	✓
4	Access Information	✓
5	Community Information	✓





# THE ROAD AHEAD...

- Certifying a site does not guarantee you'll be selected for a project!
- It simply demonstrates that the community and landowner are on the same page and ready to make something happen.



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# Our New Way of Doing Business is Paying Off

2021  
GOLD SHOVEL WINNER  
One of Eight States Nationwide  
AREA DEVELOPMENT

TOP 20 STATE FOR  
DOING BUSINESS  
AREA DEVELOPMENT

RECORD BREAKING  
CAPITAL INVESTMENT  
\$1.3 Billion in 2019 → \$2.5 Billion in 2020

MOST IMPROVED STATE FOR  
ECONOMIC DEVELOPMENT  
SITE SELECTION

7.3% GDP Growth  
*in 1st Quarter*  
PROSPERITY CUP 2021  
SITE SELECTION

#1  
in Business Climate in our Region  
SITE SELECTION

# QUESTIONS?

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<https://www.kansascommerce.gov/certified-sites>



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