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.
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.
SOURCES OF PROSPECTS

- Existing business looking to expand or add new product line
- Site selection consultant for client
- Self generated by local contacts
- 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
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

1 YEAR

END OF FOLLOWING QUARTER

Applicant completes Intent to Apply

Approved

Applicant begins obtaining all information required for Certification

Applicant submits Application for Certification

Program Manager reviews Application

Program Manager returns Application for more Information

Submits Application to Technical Review Board

TRB Approves Application and Certifies Site

TRB Requests more Information from Applicant

Applicant Requires more Information

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:**

<table>
<thead>
<tr>
<th>Acres Certified</th>
<th>Total Acres at Site</th>
<th>Number of RFPs Submitted for the Site</th>
<th>Number of Visits Site Received for RFP Consideration</th>
<th>First Site Certification Date</th>
</tr>
</thead>
</table>
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**
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
# REQUIRED INFORMATION

<table>
<thead>
<tr>
<th>Section</th>
<th>Information</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Ownership Information</td>
</tr>
<tr>
<td>2</td>
<td>Property Information</td>
</tr>
<tr>
<td>3</td>
<td>Environmental / Cultural Information</td>
</tr>
<tr>
<td>4</td>
<td>Access Information</td>
</tr>
<tr>
<td>5</td>
<td>Community Information</td>
</tr>
</tbody>
</table>
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.
Our New Way of Doing Business is Paying Off

- **2021 Gold Shovel Winner**: One of Eight States Nationwide
- **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**
- **#1** in Business Climate in our Region
QUESTIONS?

Marla Canfield
In-State Business Development &
Certified Sites Program Manager
Kansas Dept. of Commerce
PO Box 415
Andover, KS 67002
(785) 230-1025

Marla.Canfield@ks.gov

www.kansascommerce.gov

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