



DEPARTMENT OF ECONOMIC DEVELOPMENT

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Primary regional goals of the strategic initiatives include supporting and growing existing businesses and building a stronger workforce. Pittsburg Department of Economic Development has an ongoing Business Retention and Expansion Visitation Program. The survey and consultation reviews are being implemented in an effort to assist existing employers retain a quality workforce and assist in expansion of current products thereby strengthening our local economy through a better educated workforce.

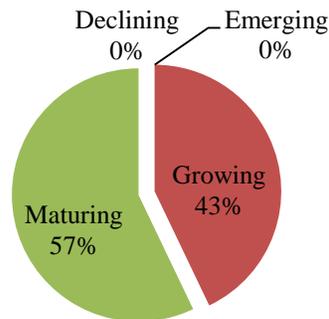
One of the major objectives in meeting the multistate regional goals is the completion of a Business Retention and Expansion survey. In mid 2010, the first of two business recruitment questionnaires were distributed to 6 local businesses. These confidential responses were analyzed and eventually in late 2010, a more detailed survey was distributed to gain a better understanding of our workforce.

The electronic survey on business expansion and retention was divided into 17 categories. A portion of the results showed drastic or interesting responses which will require follow-up questions to better understand the state of our local economy.

We have highlighted items which resulted from the Business Expansion and Retention Survey.

Business Retention and Expansion Survey Report to Employers

**Primary Product or Service
Life Cycle Status**



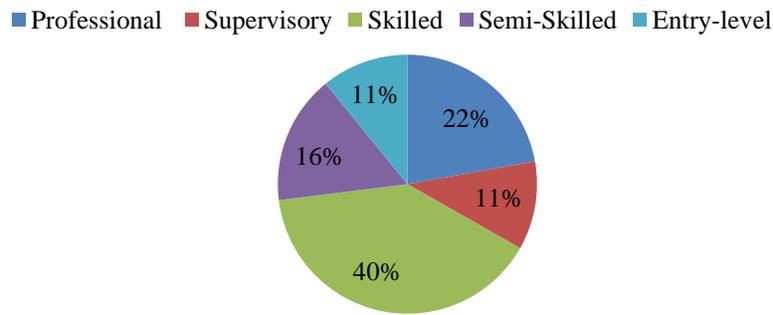
The above graph illustrates the life cycle status for primary products or services. This information was included in the company overview. Factors which need to be considered are reasons which are preventing the development of new products or services and ways to grow current products or services.

Note: Respondents indicated there were zero products declining or emerging. Also, large percentages, 57%, of existing products are maturing. The Pittsburgh Department of Economic Development and its partners are available and have the capacity to assist in product research, development and marketing of growing or new products.

Nearly 30% of facilities have experienced a change in top management at their business within the last five years. In addition, 83.3% of the surveyed firms said they have a current strategic plan.

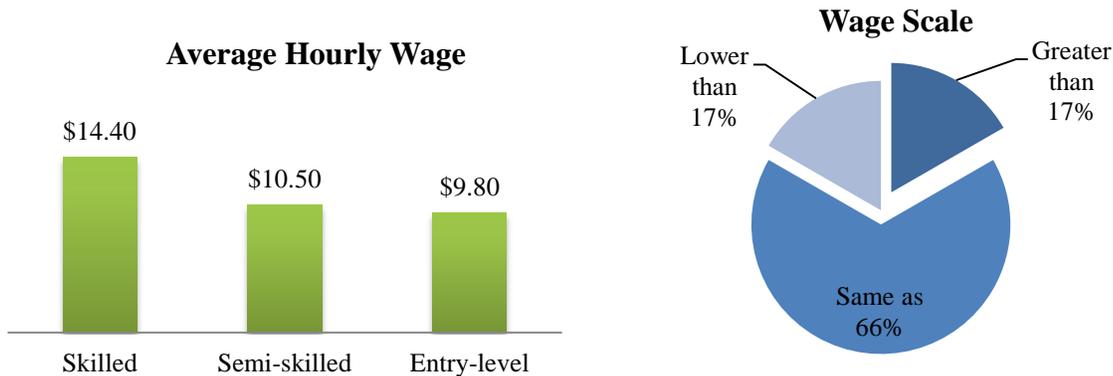
Note: We commend the 83.3% of employers who are implementing comprehensive strategic plans. This percentage is anticipated to be statistically higher than the average business within the region.

Workforce



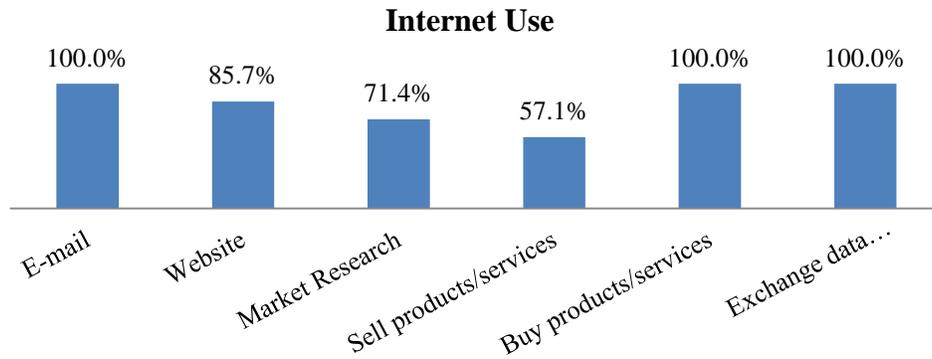
The skilled workforce distribution of employers surveyed is anticipated to be higher than that of the total labor force.

Note: The workforce is representative of metal manufacturing clusters located in the county. Additionally, the majority of businesses surveyed produce upper end final products.



Note: Hourly wage is significantly lower in this region compared to industry averages. Lower labor costs may be an incentive for potential business prospects looking to locate in Pittsburg. However, these lower wages will inevitably affect hiring in the future.

When asked about the company's workforce education programs, the vast majority of respondents said they have a formal program. To better understand the level of training being implemented at local facilities, we need to further inquiry about the depth of these programs. Employee retention does not appear to be an excessive issue for the majority of the respondents. However, employee recruitment is difficult. Challenges in recruitment include getting employees excited to live in Pittsburg and acquiring experienced white collar workers. Perhaps the hourly wages indicated in the survey have a direct impact on the respective problems businesses experience in recruiting employees.



The internet is widely used among the businesses who responded to the survey. Nevertheless, the lack of adequate internet speed can become a barrier to potential growth locally.

Pittsburg's local economic development will experience slow growth with virtually no expansion plans on the horizons for existing businesses.

Note: Respondents indicated facilities contained excess production floor space. Therefore, expansions would take place within the walls of the current property.

It is imperative to understand the responses analyzed from this survey display an extremely small sample of the businesses located in Crawford County. In addition, it is difficult to accurately compare these responses to any other region because no industrial locations are equal. This report should be taken into consideration as local development occurs but should not act as a primary tool. This is a preliminary report and additional businesses will be surveyed.