



Fans cheer on the Kansas City Royals at the newly renovated Kauffman Stadium.

# KC news

KCNEWS IS A QUARTERLY GROWTH UPDATE FOR THE GREATER KANSAS CITY AREA, KNOWN AS KCne.

## Google selects Kansas City for nation's first ultra high-speed broadband network

**Both Kansas City, Kan., and Kansas City, Mo., will partner with internet giant**

The cities of Kansas City, Kan., and Kansas City, Mo., have been chosen from more than 1,100 cities as the first in the nation to partner with Google's "Fiber for Communities" program. This project will allow businesses, government, schools and residents access to gigabit internet speeds up to 100 times faster than what is currently available.

On March 30, 2011, more than 550 Kansas City regional dignitaries, business and civic leaders, educators and students gathered at Wyandotte High School as Google executives, Kansas Governor Sam Brownback and Kansas City, Kan., Mayor Joe Reardon announced the news worldwide via live video streaming on YouTube and CNN. Just six weeks later in the Greater Kansas City Chamber of Commerce Board Room at the historic Union Station in Kansas City, Mo., Milo Medin, Google's vice president of access services, announced that Kansas City, Mo., and investor-owned utility KCP&L, would also partner with Google to deploy the nation's first ultra high-speed broadband network.

"We can't wait to see what new products and services will emerge as Kansas City moves from traditional broadband to an ultra high-speed fiber optic network," said Google executives in an official press release.

Since Google announced its plan in February 2010, 1,100 cities across the United States were vying to be the pilot city for this project.

On the Google blog, the company says, "Google took on this project because we're committed to moving the web forward. Just as the move from dial-up to broadband led to

new and unpredictable innovations, we believe ultra high-speed bandwidth will push the web to even greater heights – and we couldn't imagine a better place to start than the Kansas City region. With or without Google Fiber, this area is a hub for technology, innovation, and entrepreneurship, with a diverse population that represents the rest of the country."



"We wanted to find a location where we could build quickly and efficiently while making an impact on the community," Google said. "The lessons learned from our experience in Kansas City will help improve internet access everywhere."

As this project moves forward, Google has committed to work closely with local organizations including **both city governments; the Board of Public Utilities in Wyandotte County/Kansas City, Kan.; KCP&L, the Kauffman Foundation; University of Kansas Medical Center; and the Kansas City Area Development Council/KCnext** – KCADC's own tech/IT industry growth initiative.

[KCnext.com](http://KCnext.com)  
[google.com/fiber/kansascity](http://google.com/fiber/kansascity)

## Touton USA Selects KC for North American HQ

**Global food company moving to KC from Indiana**

Touton USA, a French company handling commodities trading of cocoa, green coffee, grain, vanilla and other spices, has selected the Kansas City region for its North American headquarters. The company will create 21 new jobs and make a \$540,000 investment in new office space at 11500 Ambassador in Kansas City, Mo.



KC competed with Indianapolis and Omaha for this project and was selected based on competitive cost advantages, proximity to KCI Airport and KC's concentration of commodity trading firms.

"The decision by an international company like Touton USA is excellent news for Missouri's economy," said Governor Jay Nixon. "From

day one as Governor, my administration has been focused on creating jobs and moving our economy forward, and I am pleased that we were able to provide the economic tools to help make this project possible. This significant investment by a European company is more clear evidence that Missouri's economic momentum from 2010 continues into 2011."

KCADC was proud to partner with the following organizations in bringing Touton USA to Kansas City: **Economic Development Corporation of Kansas City, Missouri; Platte County Economic Development Council; Missouri Partnership; Missouri Department of Economic Development; CB Richard Ellis; KCP&L; Missouri Gas Energy; and Coldwell Banker Relocation Center.**

Established in 1848, Touton is an international commodity trading company that specializes in cocoa, green coffee, grain, vanilla, spices. The company has offices in Africa, Asia, Australia and Europe. Its subsidiary Touton USA was incorporated in 2008 with an office in Carmel, Indiana.

[toutonusa.com](http://toutonusa.com)

## Dex One Announces New KC Center, 400 Jobs

**Digital marketing solutions company will invest \$20M**

Dex One Corporation recently opened their centralized client contact center in Overland Park, Kan., creating more than 400 new jobs in the area. The company will invest more than \$20 million in a more than 60,000-sq.-ft. facility to support the delivery of digital marketing solutions to local businesses.

"Opening a centralized client contact center represents a critical step supporting our customer centric sales strategy," said Tim King, vice president of sales operations. "The center will enable us to ensure the most appropriate client contact points and prospects to consistently deliver the high-value solutions and interactions our clients demand from Dex One."

Dex One evaluated markets across the U.S. for this new facility. Company executives chose Overland Park based on the central U.S. location, the business environment and the availability of talent.

KCADC was proud to partner with the following organizations in bringing Dex One to the KC region: **City of Overland Park, Kansas; Overland Park Chamber & EDC; Kansas Department of Commerce; Kansas Works – Workforce Partnership; Johnson County Community College;**

**Colliers International; Zimmer Real Estate Services, Inc.; KCP&L; and Coldwell Banker Relocation Center.**



Dex One Corporation (NYSE: DEXO) is a leading marketing solutions company that helps local businesses reach, win and keep ready-to-buy customers. The company's highly-skilled, locally based marketing consultants offer a wide range of marketing products and services that help businesses get found more than 1.5 billion times each year by actively shopping consumers. Dex One offers local businesses personalized marketing consulting services and exposure across a broad network of local marketing products including its "official" print, online and mobile yellow pages and search solutions, such as dexknows.com, as well as major search engines.

[dexone.com](http://dexone.com)

## Abaxis, Inc. Locates National Lab in KC

**Company will hire 100 and partner with Kansas State University**

Abaxis, Inc., has selected Olathe, Kan., for its new state-of-the-art laboratory testing facility which will be the hub of the Abaxis Veterinary Reference Laboratory (AVRL).

Martin Mulroy, vice president of sales and marketing for North American Animal Health said, "While this venture will be a full service, highly competitive commercial laboratory, it will focus on specialty and esoteric testing and analysis which today cannot typically be conducted at the point of care. AVRL gives Abaxis yet another tool to help our customers operate the most comprehensive, competitive and cost-effective veterinary practices in the US."



Abaxis will locate in the 20,000-sq.-ft. former Osborn Labs building. The company plans to hire approximately 100 employees over the next three years.

Abaxis also has formed a strategic alliance with Kansas State University, Kansas State Veterinary Diagnostic Lab, and the commercial arm of Kansas State University, the National Institute for Strategic Technology Acquisition and Commercialization (NISTAC). This alliance will provide a full service commercial laboratory for veterinarians across the United States.

"Collaboration between our animal health experts here at K-State and

Abaxis shows what is possible when higher education and industry work together," said Kirk Schulz, Kansas State University president. "Building relationships like this will help make K-State a top 50 public research university. The partnership with Abaxis provides momentum not only for K-State but for the Kansas City Animal Health Corridor as a whole."

**About Abaxis, Inc.**

Abaxis, Inc. is a medical products company manufacturing point-of-care blood analysis instruments for the medical, research and veterinary markets. The system can perform up to 13 tests on veterinary patients and 14 tests on human patients. Test results are delivered in less than 12 minutes with the precision and accuracy equivalent to a clinical laboratory analyzer. The veterinary business also provides instruments for point of care complete blood counts (CBC), detecting clotting disorders, rapid assessment of certain critical care issues including heartworm infections in dogs.

**About the KC Animal Health Corridor**

The Kansas City area accounts for 32 percent of the \$19 billion global animal health industry. The Corridor, anchored by Manhattan, Kan., and Columbia, Mo., is home to more than 220 animal health companies, which represents the largest animal health industry concentration in the world. [www.kcanimalhealth.com](http://www.kcanimalhealth.com).

[abaxis.com](http://abaxis.com)

COMMUNITY PROFILE | **Miami County, Kansas**

Located 45 miles south of Kansas City, Miami County has experienced a nearly 10 percent growth in population in the last decade, making it one of the fastest growing counties in Kansas. Miami County is located within 30 minutes of more than 20 higher education institutions and is less than one hour from most Kansas City attractions.



Miami County is a participant in the Greater Kansas City Foreign Trade Zone district, providing numerous benefits to international companies. The proximity to BNSF Railway lines makes the county ripe for any company with transportation needs. The cities of Paola and Osawatomie have city-owned ground that can be offered for free to qualified businesses.

Recently Miami County attracted Taylor Forge Engineered Systems to the city of Paola. Taylor Forge manufactures a variety of large, custom fabricated, heavy steel products for the energy and defense industries. Taylor Forge has



experienced growth due to large liquefied natural gas projects in places such as Australia, Qatar, and Africa. New contracts with the U.S.

MIAMI COUNTY, KANSAS



Navy and NASA have helped Taylor Forge grow into the new space.

To learn more about Miami County and its business growth opportunities, contact Janet McRae, Director of Economic Development at 913-294-4045 or [jmcr@miamicountyks.org](mailto:jmcr@miamicountyks.org).

[thinkmiamicounty.com](http://thinkmiamicounty.com)

**KC** area RATINGS & RANKINGS

**Monster.com [01.2011]**

Kansas City ranks no. 10 among The **Hottest Markets for Job Seekers** in 2011. KC ranked among the top two hot markets for retail jobs and also scored high for jobs in IT and healthcare.

**Forbes.com [01.2011]**

Kansas City is among the **top 15 most affordable U.S. cities** in terms of salaries for college graduates and housing and living costs.

**U-Haul International Inc. [02.2011]**

Kansas City ranked no. 10 among the **Top 50 U.S. Destination Cities**. The data analyzed more than 1.4 million U-Haul truck transactions last year, all for destinations representing travel of more than 50 miles.

**Travel & Leisure [02.2011]**

The Bloch Building expansion at the Nelson-Atkins Museum of Art was named one of the **12 Most Beautiful Buildings** in the World. The Bloch Building stood out for its modern, yet submissive design next to the 1933 Beaux Arts original. This architectural marvel ranks among iconic buildings like The Guggenheim Museum in Spain and the Chrysler Building in New York City.



U P D A T E

The KC region has the world's largest concentration of animal health industry assets with more than 220 companies representing one-third of global industry sales.

**2011 KC Animal Health Corridor Homecoming: "Corridor Corral"**

Join approximately 800 members of the international animal health industry on Monday evening, August 29, at Hale Arena in Kansas City, Mo., to celebrate KC's rich



agricultural and livestock heritage – widely recognized as the foundation of today's global animal health industry. Highlights of the Corridor's assets and successes will be capped off by an entertaining presentation from Ty Murray, seven-time All-Around World Champion rodeo athlete, dubbed the "King of Cowboys." This year's event will also honor former General Manager of Bayer Animal Health and the visionary behind the KC Animal Health Corridor, Joerg Ohle, with the 2011 Iron Paw Award. Starting in June, please visit [KCAnimalHealth.com/homecoming](http://KCAnimalHealth.com/homecoming) for details.

**2011 Animal Health Investment Forum**

More than \$25 million has been raised by companies presenting in the first two years of the world's only investment forum exclusively for early stage animal health companies. This year's Investment Forum will be held on Tuesday, August 30, at the Marriott Muehlebach Hotel. Approximately 20 early stage animal health companies will present their business plans to potential investors, with more than 250 people expected to attend. [KCAnimalHealthForum.com](http://KCAnimalHealthForum.com)

**Kim Young joins KCADC**

Please welcome Kim Young to KCADC as vice president of biosciences development. Kim replaces Lynn Parman as the point of contact at KCADC for life sciences and KC Animal Health Corridor recruitment. Kim brings extensive economic development experience from both sides of the Missouri/Kansas state line and strong leadership skills to support the ongoing growth of the KC Animal Health Corridor. [young@thinkKC.com](mailto:young@thinkKC.com)



Keeping you up-to-date with information about the transportation, distribution and logistics industries in the greater Kansas City area.

U P D A T E

As the distribution market strengthens across the U.S., Kansas City's central geographic location is proving to be very attractive to direct-to-consumer internet retailers and centralized warehousing. With major hubs for UPS, FedEx and other national transportation companies, the KC region offers significant cost savings over other markets. Here are the latest examples of companies which are taking advantage of the opportunities in the KC region:

- **1A Auto** is an after-market direct-to-consumer internet retailer of auto parts. The company will lease 52,000 sq. ft. at New Century AirCenter near Gardner, Kan. It has plans to invest \$1.9 million and will create 13 new jobs. [1aauto.com](http://1aauto.com)
- **Berry Plastics** plans to open what is expected to be the largest building ever constructed in Douglas County. A building permit has been filed to construct a 675,000-sq.-ft. warehouse and printing plant. The 62 acre warehouse project is scheduled to begin construction early next year. [berryplastics.com](http://berryplastics.com)

- **History & Heraldry** is a Florida-based high-end customized gift company. The company has signed a lease for 44,500 sq. ft. of distribution space at 555 River Park Drive in Kansas City, Kan. H&H's products are sold in 50 international markets and are translated into 25 different languages. [historyandheraldry.com](http://historyandheraldry.com)
- **MWI** will begin a \$1.3 million expansion of its Edwardsville facility, creating 10 new jobs in the KC area. The company evaluated their existing operations in the KC area and multiple locations across the U.S. for this expansion. [mwivet.com](http://mwivet.com)
- **AH Industries, Inc.**, will bring a small U.S. headquarters and a new logistics and distribution center to the KC region. The facility will provide a key regional location for the Danish based company to distribute wind turbine generator and tower components as well as other services to its customers in the U.S. [ahindustries.com](http://ahindustries.com)

available **KC** REAL ESTATE

**GLENWOOD PLACE BUILDINGS, Johnson County, Kan.**

Just minutes from I-435, I-35, and Highway 69, the Glenwood Place buildings are in the heart of Johnson County, Kan. More than 1,000 free parking spots are available with room for expansion. Open floor plates for space maximization, windows that offer spectacular views of Overland Park and the lake, and more than 15 acres of land, makes this property ideal for those who want a park-like setting. Contact **Jackie Jordan** at 816.412.0284 or [jacqueline.jordan@cassidyurley.com](mailto:jacqueline.jordan@cassidyurley.com).



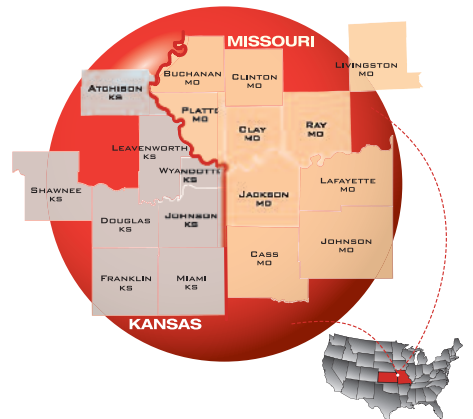
**KC BUSINESS CENTER, Kansas City, Mo.**

Located at the I-29 and I-35 split, just minutes from the downtown Kansas City, Mo., airport, the KC Business Center has easy access from every direction. With 95,000 square feet of open office space, it can be divided up to suit your needs and your growing company. The building features ample parking, 24/7 security, freight elevator, and loading docks. Contact **Mike Lanning** at 816.968.5886 or [mlanning@cbre.com](mailto:mlanning@cbre.com).



The **Kansas City Area Development Council** works to attract business, industry and talent to the 18-county, bistate Kansas City metro of two million people.

For confidential and professional assistance, please call our Business Development Team at 1.888.99.KCADC, or fill out an information request form at [www.thinkKC.com](http://www.thinkKC.com)



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