

FINANCIAL SERVICES

The Kansas City Region

Sustainable Workforce. Sound Infrastructure. Secure Environment.

Workforce

The financial services industry occupies a significant portion of the metro Kansas City economy with the sector accounting for approximately **7% of the total workforce**. The Kansas City region's one million plus person workforce is among the most educated in the U.S. with the percentage of the Kansas City area population possessing a college degree nearly **5% higher** than the national average. The KC information technology workforce is over 40,000 strong with labor costs double digit percent lower than coastal financial services markets. The supply of young talent is strong as over 1,070 I.T. graduates enter the workforce from metro area universities and community colleges annually.

Telecommunication and Electric Infrastructure

The region's telecommunications and electric infrastructure is world class. Home to Sprint's operational headquarters and major AT&T regional facilities, the Kansas City area is a point of convergence for transcontinental fiber and related communication networks. The area's affordable electric supply is generated through an abundance of traditional energy sources harmonized with environmentally sustainable resources such as wind power.

Operating Environment

A host of blue chip financial services companies operate critical lead and support financial services functions from the Kansas City region. These companies are advantaged by the metro's geo-central location that provides affordable and frequent non-stop commercial air access to all major U.S. financial centers within three hours flight time. A sampling of financial services companies with a major or growing KC presence include:

- ◆ **American Century Investments, Inc.**—Headquarters including shared services; 1,140 employees
- ◆ **Bank of America**—Regional headquarters, operations center; 1,300 employees
- ◆ **BATS Trading, Inc.**—Headquarters; Better Alternative Trading System; 100 employees
- ◆ **Citi Cards**—Bank card processing and collections; 2,000 employees
- ◆ **Commerce Bank**—Headquarters including support and shared services; 2,145 employees
- ◆ **DST Systems, Inc.**—Headquarters; provides information processing/computer software services to the financial services industry; 4,425 employees
- ◆ **Federal Reserve Bank**—Regional Headquarters; 1,000 employees
- ◆ **H&R Block, Inc.**—Headquarters including support and shared services; 1,200 employees
- ◆ **Internal Revenue Service**—More than 3,200 employees during peak season
- ◆ **State Street**—Shared services support for a range of financial institutions and related functions; 1,400 employees
- ◆ **U.S. Bank**—Regional banking services headquarters and operations center; 600 employees
- ◆ **UMB Financial Corporation**—Headquarters and shared services support; 1,800 employees
- ◆ **Waddell & Reed**—Headquarters and shared services of mutual fund company; 900 employees

The Kansas City region is home to one of the greatest concentrations of financial services employment—higher than the U.S. average.

“KC is Top 10 among Cities Where the Recession is Easing.”

Forbes
March 2010

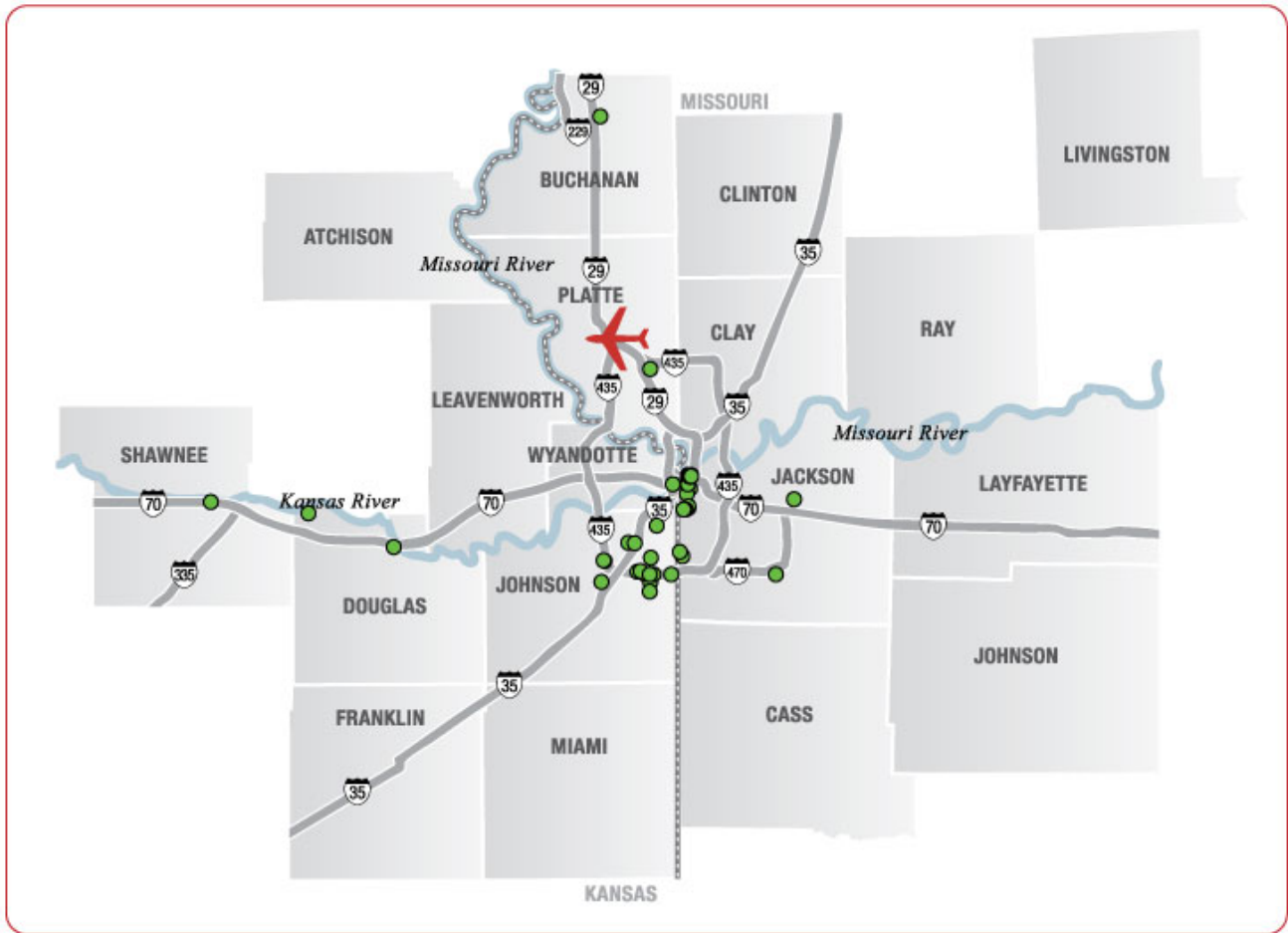
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FINANCIAL SERVICES REGIONAL SNAPSHOT



- ◆ Alliance Data Systems
- ◆ American Century Investments
- ◆ Bank of America
- ◆ Bank Midwest
- ◆ Blue Valley Bank Corporation
- ◆ Boston Financial
- ◆ Capital Federal Financial
- ◆ Citigroup
- ◆ Commerce Bancshares
- ◆ CommunityAmerica Credit Union
- ◆ Convergys Corporation
- ◆ DST Systems, Inc.
- ◆ Federal Reserve Bank of Kansas City
- ◆ George K. Baum & Company
- ◆ H&R Block, Inc.
- ◆ Internal Revenue Service
- ◆ James B. Nutter & Company
- ◆ JP Morgan Retirement Plan Services
- ◆ Lockton Companies
- ◆ Midland Loan Services
- ◆ Multi Service Corporation
- ◆ NovaStar Financial
- ◆ Security Benefit Group of Companies
- ◆ State Street Financial
- ◆ U.S. Bank
- ◆ U.S. Central Credit Union
- ◆ UMB Financial Corporation
- ◆ Valley View Financial Group
- ◆ Waddell & Reed