

Wichita-South Central Kansas Regional Export Plan

Year 1: June – December

Year 1 Highlights

for the Wichita- South Central Kansas Regional Export Plan

A cooperative effort among eight regional partners managed by Kansas Global



* Year 1: June – December. Although performance is being measured from January 1, the plan was not funded until June 2015.

**The work product presented here is being performed by 8 organizations, with Kansas Global managing the process & implementation. Performance metrics shown for each metric identify the lead organization for each tactic.

***The tables and graphs shown here, and more, can be found in the interactive Excel file provided with this written report.



KANSAS GLOBAL
TRADE SERVICES

PERFORMANCE METRICS

STRATEGY 1: THRIVING EXPORT ASSISTANCE SYSTEM

* Year 1: June – December

	Tactic	Lead	Metric	Metric Goal	Year to Date	QT1	QT2	QT3	QT4
Strategy 1 Thriving Export Assistance System	Tactic 1: Export Service Referral Center	Network Kansas	# of Call-ins	24 per year	22	3	5	3	11
			# of Referrals from Network Kansas	35 per year	22	3	5	3	11
	Tactic 2: Export Assistance	Kansas Global	# of Direct Assistance Instances	150 per year	109	11	29	37	31
			# of Referrals (foreign & domestic)	100 per year	197	22	35	65	75
			Export Plan Reporting	Quarterly	4	Yes	Yes	Yes	Yes
			# of Applications	30 total over 5 years	16	0	0	5	11
	Tactic 3: Grant Program (5-Year Total)	Kansas Global	# of Companies Receiving Grants	20 total over 5 years	14	0	0	0	14
			# Grants Processed	30 total over 5 years	2	0	0	0	2
			Dollars Granted	00,000 total over 5 years	\$68,014.00	\$0.00	\$0.00	\$0.00	\$68,014.00
			\$ Value of Exports for Companies Using Grant	total over 5 years Int'l sales of \$100,000 total over 5 years	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
	Tactic 4: Trade Mentor Programs	MAMTC	# of Companies Connected to Mentor Network	5 per year	0	0	0	0	0
			# of Mentors in Network	5 per year w/ annual increase of 2 mentors each year	0	0	0	0	
			# of Success Stories	2 per year	0	0	0	0	

* Year 1: June – December. Although performance is being measured from January 1, the plan was not funded until June 2015.

**The work product presented here is being performed by 8 organizations, with Kansas Global managing the process & implementation. Performance metrics shown for each metric identify the lead organization for each tactic.

***The tables and graphs shown here, and more, can be found in the interactive Excel file provided with this written report.



KANSAS GLOBAL
TRADE SERVICES

PERFORMANCE METRICS

STRATEGY 2: INTEGRATE SUPPORT FOR GLOBAL OPPORTUNITIES

* Year 1: June – December

	Tactic	Lead	Metric	Metric Goal	Year to Date	QT1	QT2	QT3	QT4
Strategy 2 Integrate Support for Global Opportunities	Tactic 1: SBDC Community Leaders Training	SBDC, Kansas Global	# of Times Participating in EDO/ Manufacturer Roundtables	4 per year	13	0	5	3	5
			# of Counties including export plan in its budget	# of 10 Counties per year	10	10	0	0	0
			# One-on-one outreach calls with EDOs	20 per year	12	6	3	0	3
			# of EDO export training session (e.g. Riddle of the Exporter)	2 per year	2	0	0	2	0
	Tactic 2: Regional ED Trade Guidance	REAP, SCKEDD, GWEDC	# of EDOs including trade policy in legislative agendas	Cumulative # of 10 EDOs participating in trade policy per year	8	2	2	2	2
	Tactic 3: Global Fluency in Educational System	Workforce Alliance	Annual % of Global Cultural Associations Catalogued	Percent complete Annual	0	No	No	No	In Progress
			Annual % of Cultural exchanges in Primary/Secondary Schools catalogued	Percent complete Annual	0	No	No	No	In Progress
			# of Global programs included in one institution of higher learning that promotes a global outlook (e.g. internships, co-ops)	1 per year	1	0	0	1	0

* Year 1: June – December. Although performance is being measured from January 1, the plan was not funded until June 2015.

**The work product presented here is being performed by 8 organizations, with Kansas Global managing the process & implementation. Performance metrics shown for each metric identify the lead organization for each tactic.

***The tables and graphs shown here, and more, can be found in the interactive Excel file provided with this written report.



KANSAS GLOBAL
TRADE SERVICES

PERFORMANCE METRICS

STRATEGY 3: AVIATION EXPORT GROWTH

* Year 1: June – December

Tactic		Lead	Metric	Metric Goal	Year to Date	QT1	QT2	QT3	QT4
Strategy 3 Aviation Export Growth	Tactic 1: Develop Industry-specific Opportunities	GWEDC	Work Group formed	Yes/No (1 group total)	5	Yes			
			Trade Policy Memo Complete	Annually	1	No	No	No	Yes
			Global Needs Assessed & Reported	Annually	0	No	No	In Progress	In Progress
	Tactic 2: Aviation Suppliers Export Opportunities	Kansas Global, CEDBR	Export Opportunities Report Complete	Annually	0	No	No	No	In Progress
			# New Exporting Companies	5 per year	0	0	0	0	0
			# New Markets for Existing Exporters	10 total over 5 years	4	0	4	0	0
			# Referrals	15 per year	23	0	10	6	7
			\$ Value of Exports	\$100,000 minimal over 5 years	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
	Tactic 3: Aviation Supplier Connections	Kansas Global	# Introductions	30 per year	52	5	22	17	8
			# Companies attending Outbound Trade Shows	5 per year	0	0	0	0	0
			# Companies attending Outbound Trade Missions	5 per year	0	0	0	0	0
			\$ Value of Exports	\$500,000 minimal over 5 years	\$72,000.00	\$0.00	\$0.00	\$36,000.00	\$36,000.00
	Tactic 4: In-Country Trade Partnerships	Kansas Global	# Partnerships/MOUs entered	1 per year	3	0	1	2	0
			# Foreign Direct Investment opportunities identified	Catalog & Refer 5 total over 5 years	5	0	2	1	2
			# Outbound trade missions (participant funded)	1 per year	0	0	0	0	0
			# of Inbound Trade Missions	2 per year	7	1	2	2	2
# of New Companies Participating			5 per year	15	1	8	0	6	

* Year 1: June – December. Although performance is being measured from January 1, the plan was not funded until June 2015.

**The work product presented here is being performed by 8 organizations, with Kansas Global managing the process & implementation. Performance metrics shown for each metric identify the lead organization for each tactic.

***The tables and graphs shown here, and more, can be found in the interactive Excel file provided with this written report.



KANSAS GLOBAL
TRADE SERVICES

PERFORMANCE METRICS

STRATEGY 4: NON-AEROSPACE GOODS AND ALL SERVICES EXPORT GROWTH

* Year 1: June – December

	Tactic	Lead	Metric	Metric Goal	Year to Date	QT1	QT2	QT3	QT4
Strategy 4 Non-Aerospace Goods and All Services Export	Tactic 1: EOA to Firms	Kansas Global	One-on-one Outreach Meetings	25 per year	88	13	26	21	28
			# Export Opportunity Assessments	10 per year	0	0	0	0	
	Tactic 2: Identify Existing Market Research in Target Sectors	Kansas Global, CEDBR, KS Universities	Market Research Delivered	Annually	0	No	No	No	In Progress
			# Universities participating	2 total over 5 years	1	0	0	1	0
			# Companies receiving customized market research	4 per year	10	0	9	0	1
	Tactic 3: Expand Existing Export Education	Kansas Global, MAMTC	# Companies attending Seminars	20 per year	13	0	4	9	0
			# Companies Receiving Intensive Export Training (e.g. Expor Tech)	8 per year	5	0	3	2	0

* Year 1: June – December. Although performance is being measured from January 1, the plan was not funded until June 2015.

**The work product presented here is being performed by 8 organizations, with Kansas Global managing the process & implementation. Performance metrics shown for each metric identify the lead organization for each tactic.

***The tables and graphs shown here, and more, can be found in the interactive Excel file provided with this written report.



KANSAS GLOBAL
TRADE SERVICES

STRATEGY COMPLETION DASHBOARD

* Year 1: June – December



* Year 1: June – December. Although performance is being measured from January 1, the plan was not funded until June 2015.

**The work product presented here is being performed by 8 organizations, with Kansas Global managing the process & implementation. Performance metrics shown for each metric identify the lead organization for each tactic.

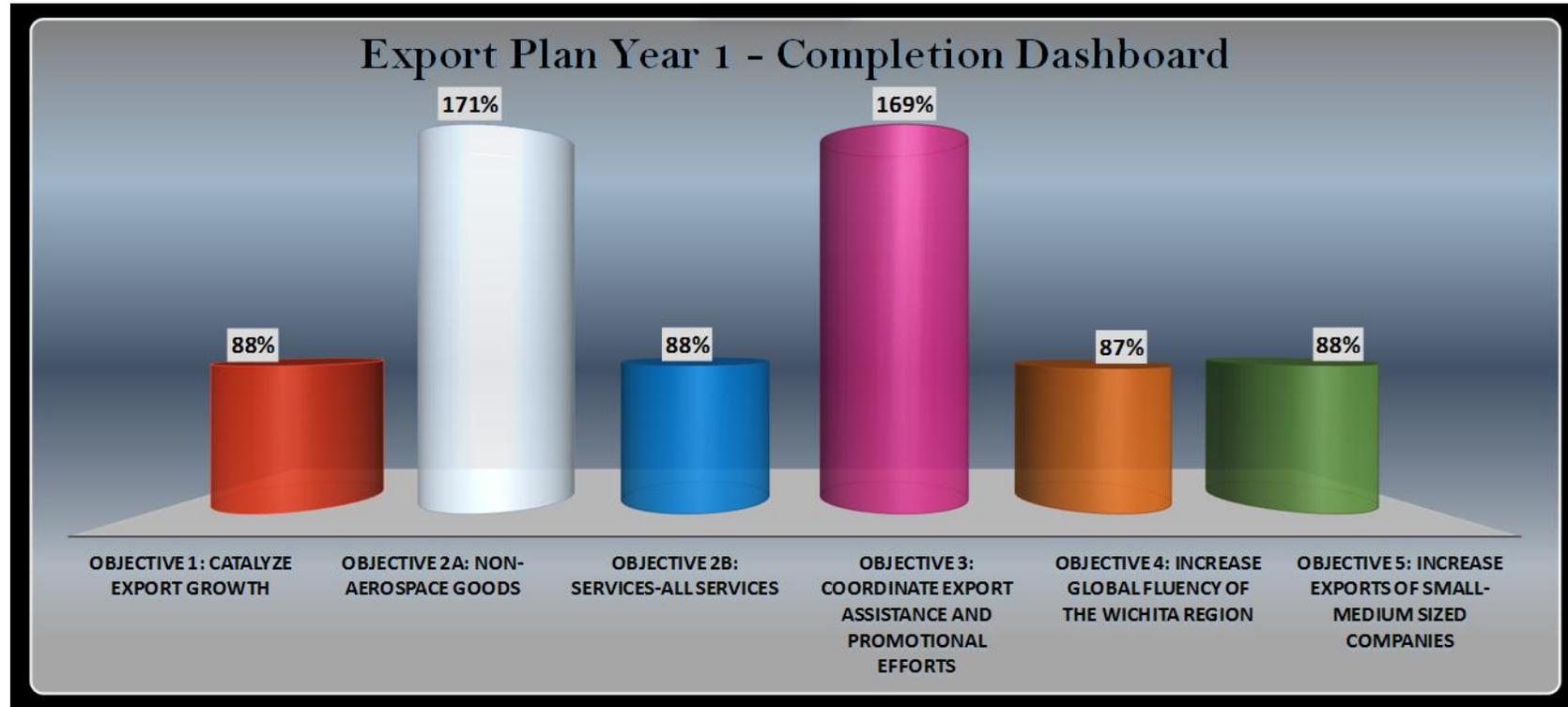
***The tables and graphs shown here, and more, can be found in the interactive Excel file provided with this written report.



KANSAS GLOBAL
TRADE SERVICES

OBJECTIVE COMPLETION DASHBOARD – YEAR 1

* Year 1: June – December



* Year 1: June – December. Although performance is being measured from January 1, the plan was not funded until June 2015.

**The work product presented here is being performed by 8 organizations, with Kansas Global managing the process & implementation. Performance metrics shown for each metric identify the lead organization for each tactic.

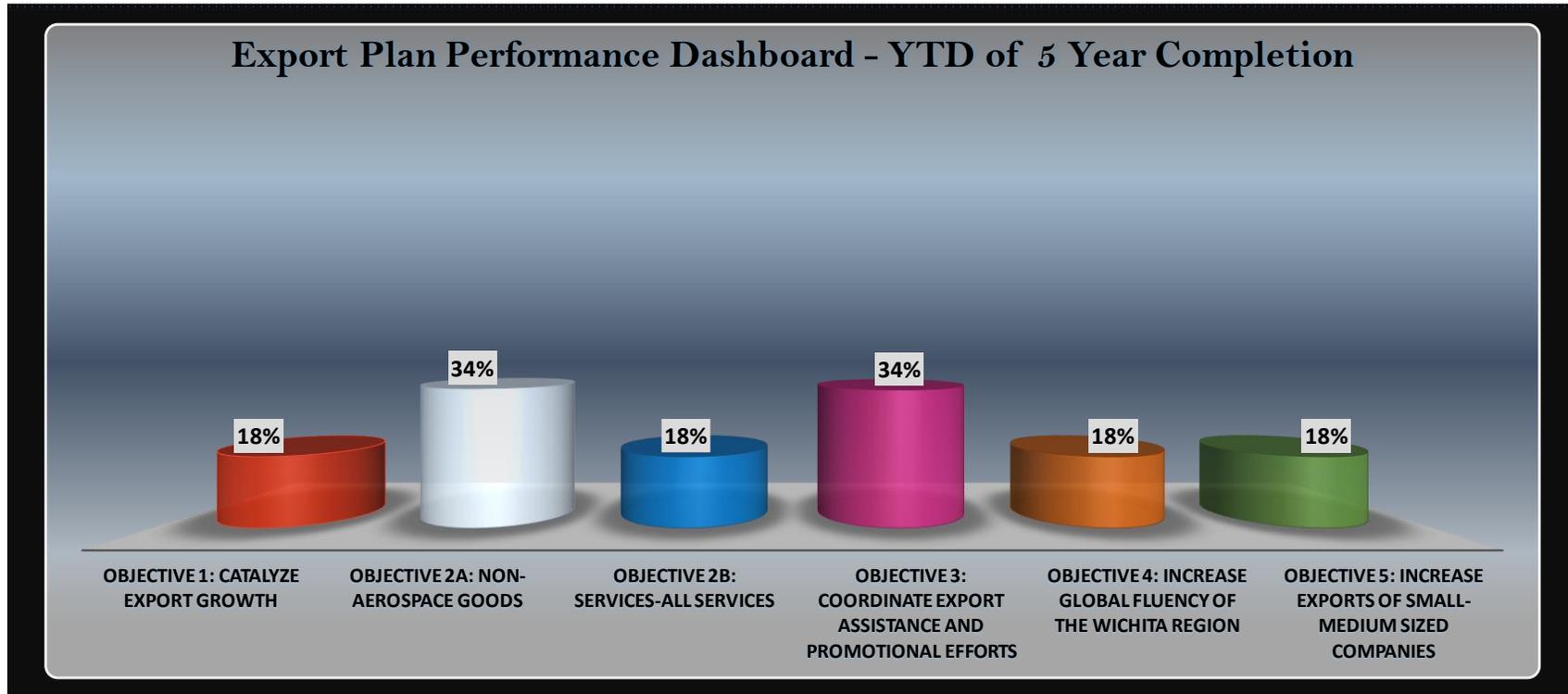
***The tables and graphs shown here, and more, can be found in the interactive Excel file provided with this written report.



KANSAS GLOBAL
TRADE SERVICES

OBJECTIVE COMPLETION DASHBOARD – YTD OF 5-YEAR PLAN

* Year 1: June – December



* Year 1: June – December. Although performance is being measured from January 1, the plan was not funded until June 2015.

**The work product presented here is being performed by 8 organizations, with Kansas Global managing the process & implementation. Performance metrics shown for each metric identify the lead organization for each tactic.

***The tables and graphs shown here, and more, can be found in the interactive Excel file provided with this written report.



KANSAS GLOBAL
TRADE SERVICES