



Investment Prospectus | City of Pittsburg, KS

PROSPECTUS CONTENTS

FORWARD TOGETHER

What makes Pittsburg different than any other rural Kansas town? Investment per capita, retail pull factor and strong economic growth are just a few examples.

Pg. 2

COORDINATED DEVELOPMENT

Our synergistic approach to economic development enables us to attract industry, while maintaining the fabric of our community. Strategic partnerships are in our nature.

Pg. 6

ENTREPRENEURIAL ECOSYSTEM

Pittsburg was built by and has sustained itself through local entrepreneurship. We continue that legacy today by attracting and retaining new entrepreneurs to Pittsburg.

Pg. 11

MICROPOLITAN

As a community that's been self-sustaining for over a century, surpassing state and national trends is the norm for this small town. Follow the data to see why.

Pg. 16

NEXT STEPS

Through research and experience, we know what our next steps are. We invite you to join us as we move forward together.

Pg. 21

FORWARD TOGETHER

EXECUTIVE SUMMARY

Tucked away in the southeast corner of Kansas, Pittsburg is a thriving community of hardworking people. For over a century, Pittsburg has sustained itself as a diverse Micropolitan city.

Like many rural communities, inherent difficulties are associated with being a small town with big city aspirations. Despite these challenges, we continue to break the mold – exceeding economic growth rates at the state and national levels.

What's the key to our success? We know that progressing our community is not something we can do on our own.

It takes all of us, working together to make this happen. The City of Pittsburg and our partners have successfully leveraged our resources and created an upward momentum that is revitalizing our community. By coordinating efforts between Pittsburg State University, the City of Pittsburg and the Pittsburg Area Chamber of Commerce – focus has been placed on creating an atmosphere that attracts and retains business, both small and large.

The fruits of synergized efforts can be seen in increases of job growth, wages, the middle class, sales tax revenue and new homes, while simultaneously decreasing unemployment and bankruptcies. The City has seen nearly \$450 million poured into our community and more than 90 percent has come from private investment alone.

Additionally, Pittsburg is a regional hub for education, healthcare, retail and hospitality.

Education in Pittsburg is diverse, enriching and full of opportunities. Our community is home to Pittsburg State University, the Career and Technical Education Center of Crawford County (CTEC), two area high schools, a private school system and a growing Pittsburg USD 250 school district serving nearly 3,000 students from grades K – 12.

We understand the future of Pittsburg's economy will rely on a skilled and educated workforce. A recent \$31 million bond package was approved in 2017 to add improvements to several school district facilities. We also know that regional business and industry need

qualified, trained craftsmen with the skills needed to advance manufacturing and expand production.

Thanks to a unique public-private partnership between the City of Pittsburg and other public and private partners, CTEC was developed to help match regional demands and employer needs through creating an available talent supply, and ensuring a skilled and prepared workforce.

Pittsburg is also proud to be the focal point of healthcare in Southeast Kansas. The home of Via Christi Hospital and Community Health Center of Southeast Kansas, Pittsburg sees an inflow of residents traveling from across county lines to receive quality healthcare. Our community has also benefited from recent expansions in surgical care, specialty care and primary care.

The Pittsburg community continues to be a regional draw for retail and hospitality. With trade pull factor of 1.79 and estimated 38,000 people visiting annually for retail shopping, Pittsburg has a city character more consistent with cities over twice its size. Additionally, thanks to recent investments in hotels, event facilities, and a new casino, the lodging and hospitality industry has grown by nearly 25 percent.

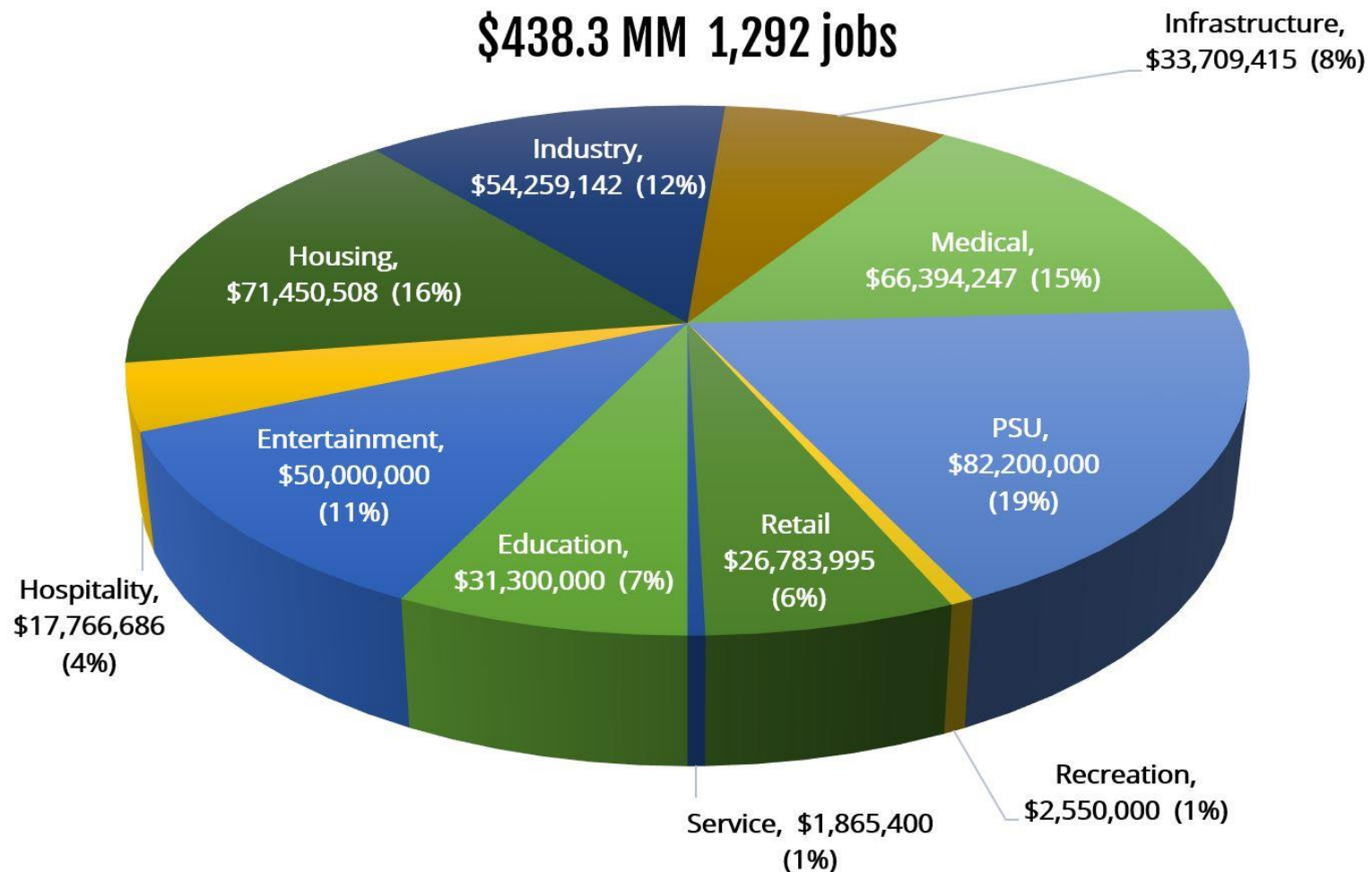
Amid the progress Pittsburg has made to improve the community, needs can still be identified – a primary one being housing.

The introduction of new homes is long overdue, seeing that over half of the existing housing stock in Pittsburg is more than 50 years old.

With nearly two-thirds of Pittsburg employees commuting from outside the City, the need to recapture lost residents is at an all-time high. With this recapture of residents will come the recapture of dollars spent on entertainment, food, and basic necessities. An influx of residents will result in a flourishing local economy.

Through experience and planning, we know what our needs and next steps are. By participating in Opportunity Zones, or any stackable incentives, you can be a part of moving the Pittsburg machine forward, together.

DEVELOPMENT OVER FIVE YEARS



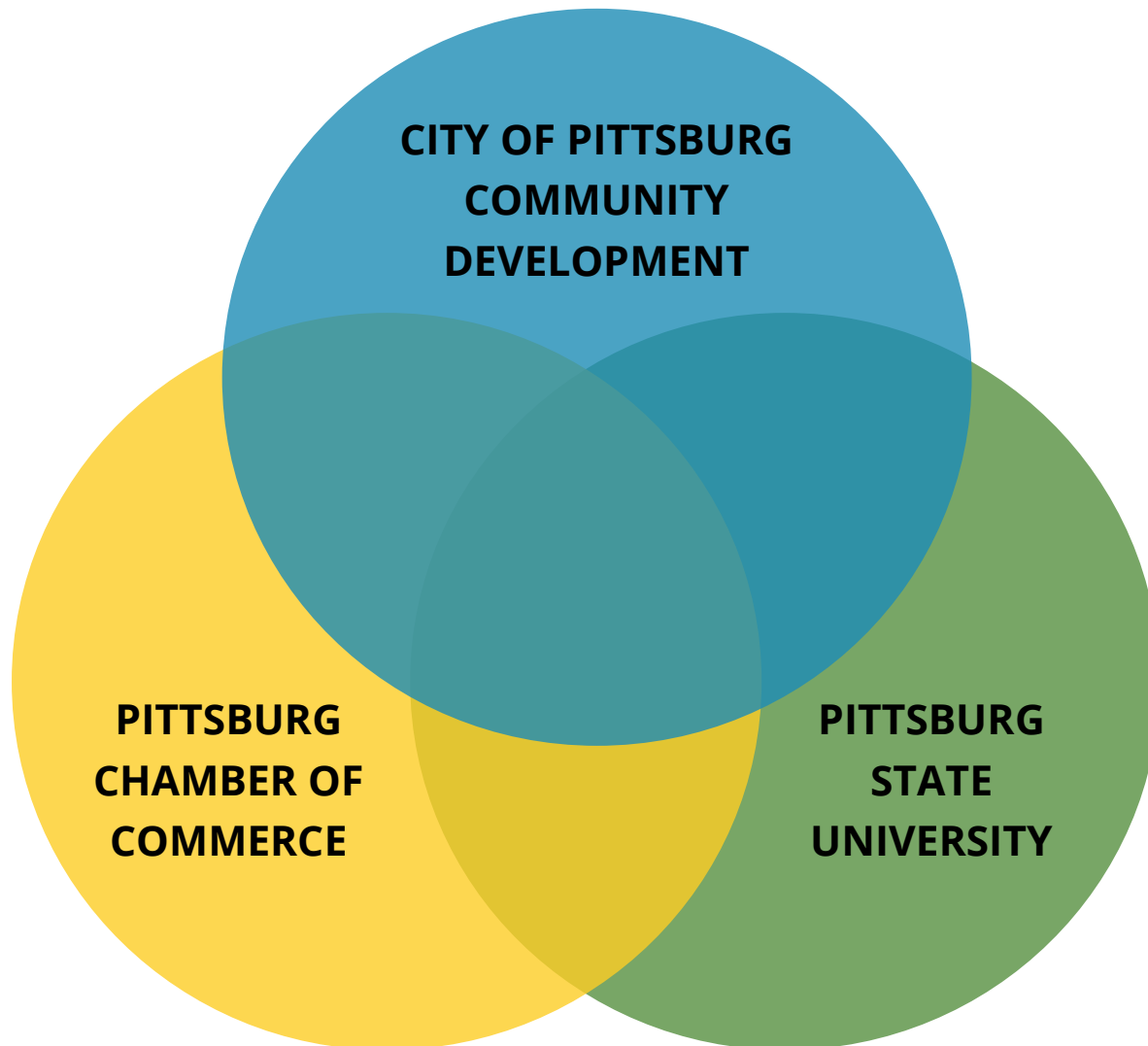
COMMUNITY PROFILE

metro, city, opportunity zones

	BLACK	HISPANIC	POVERTY	MEDIAN HOUSEHOLD INCOME	% ED BA+	% HS DEGREE+	% NO HS DEGREE	% UNDER 18	% OVER 65	UNEMPLOYMENT
COUNTY	2.40%	5.50%	18.90%	\$37,607.00	28.40%	90.10%	9.90%	21.70%	15.40%	3.70%
CITY	4.20%	7.10%	29.40%	\$33,159.00	33.60%	88.70%	11.30%	21.20%	12.30%	4.00%
O-ZONES	2.80%	2.20%	20.80%	\$25,480.00	14.00%	6.60%	2.60%	27.00%	13.10%	8.80%
KANSAS	6.20%	11.90%	11.90%	\$53,571.00	31.60%	90.30%	9.70%	24.50%	15.40%	3.40%
US	13.40%	18.10%	12.30%	\$55,322.00	30.00%	87.00%	13.00%	22.60%	15.60%	4.10%

COORDINATED DEVELOPMENT

OUR SYNERGISTIC APPROACH



Over the years, Pittsburg has positioned itself as a self-sustaining community through industry and place making. By coordinating efforts between Pittsburg State University, the Pittsburg Chamber of Commerce and the City's Community Development Department, larger and more impactful strides are made daily in our community to improve the quality of life and quality of place within the Pittsburg city limits.

STACKABLE INCENTIVES

The City of Pittsburg is dedicated to making developers feel welcomed, valued and assisted when working in Pittsburg. Due to this, the City has done considerable work to prepare itself for incoming development. Our incentives are commonly used by developers and businesses to diversify financing options.

Neighborhood Revitalization

Program: five-year tax rebate on significantly improved commercial or residential properties.

Industrial Revenue

Bonds: Allows developers to utilize the City's favorable debt capacity to reduce costs.

Tax Increment

Financing: Allows developers to capture the increase in value represented by their investment.

Community Improvement

District: Tax increase in identified area to finance physical improvements made by the developer.

Land Bank:

Designated parcels within the City limits available for purchase with the commitment to restore to highest and best use.

Rural Housing Incentive District:

Taxes collected on increases to assessed value are reimbursed to developer for infrastructure costs.

DEVELOPMENT STRENGTHS

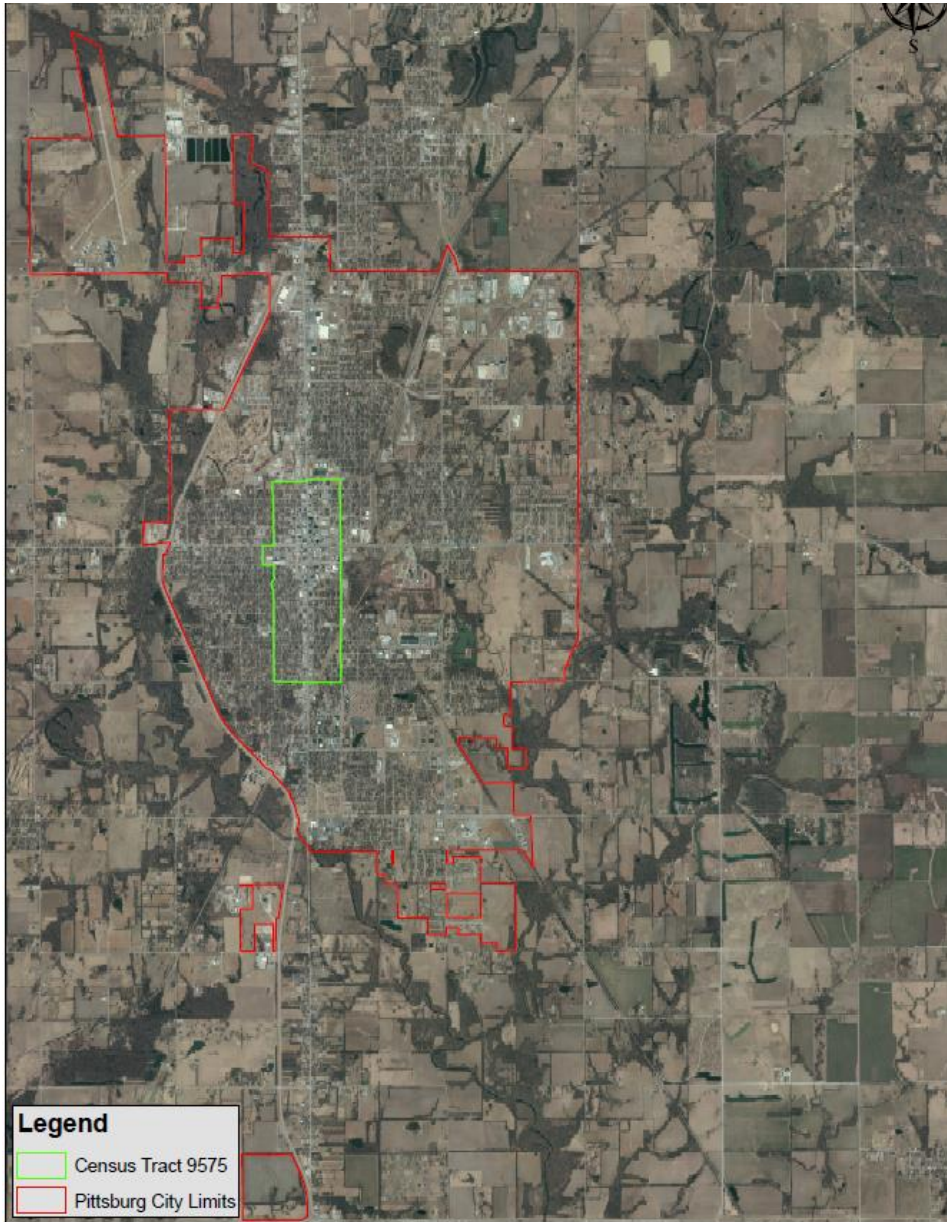
- More than \$400 million of private dollars invested in Pittsburg over the last five years – \$20,000 per capita
- Strong financial management at the City level, with an S&P bond rating of AA- for the last four years
- Attractive incentives for developers and businesses
- Coordinated economic development efforts to retain, attract, grow and expand businesses in our community
- A focus on workforce development, with Pittsburg State University, Career and Technical Education Center and three high schools located in our community
- A \$31 million bond package recently passed for improvements in the Pittsburg USD 250 School District
- A regional medical-hub, home to Via Christi Hospital, Freeman Health System specialty clinics and the Community Health Center of Southeast Kansas.
- Infrastructure investments, including two sales taxes for street and sidewalk repair, and \$10 million in fiber optic network
- Low cost of living and labor
- Generous philanthropic community

DEVELOPMENT CHALLENGES

- Lack of four-lane highway access on 69 Highway.
- Reduced state funding for infrastructure and services.
- Lack of quality, affordable housing.
 - High rental rates
 - 50+ year old housing stock
 - Lack of owner-occupied houses
- Historically poor development patterns.
- Higher electricity rates than neighboring states.
- Limited population
- 2/3 of those who work in Pittsburg do not live in Pittsburg.

ENTREPRENEURIAL ECOSYSTEM

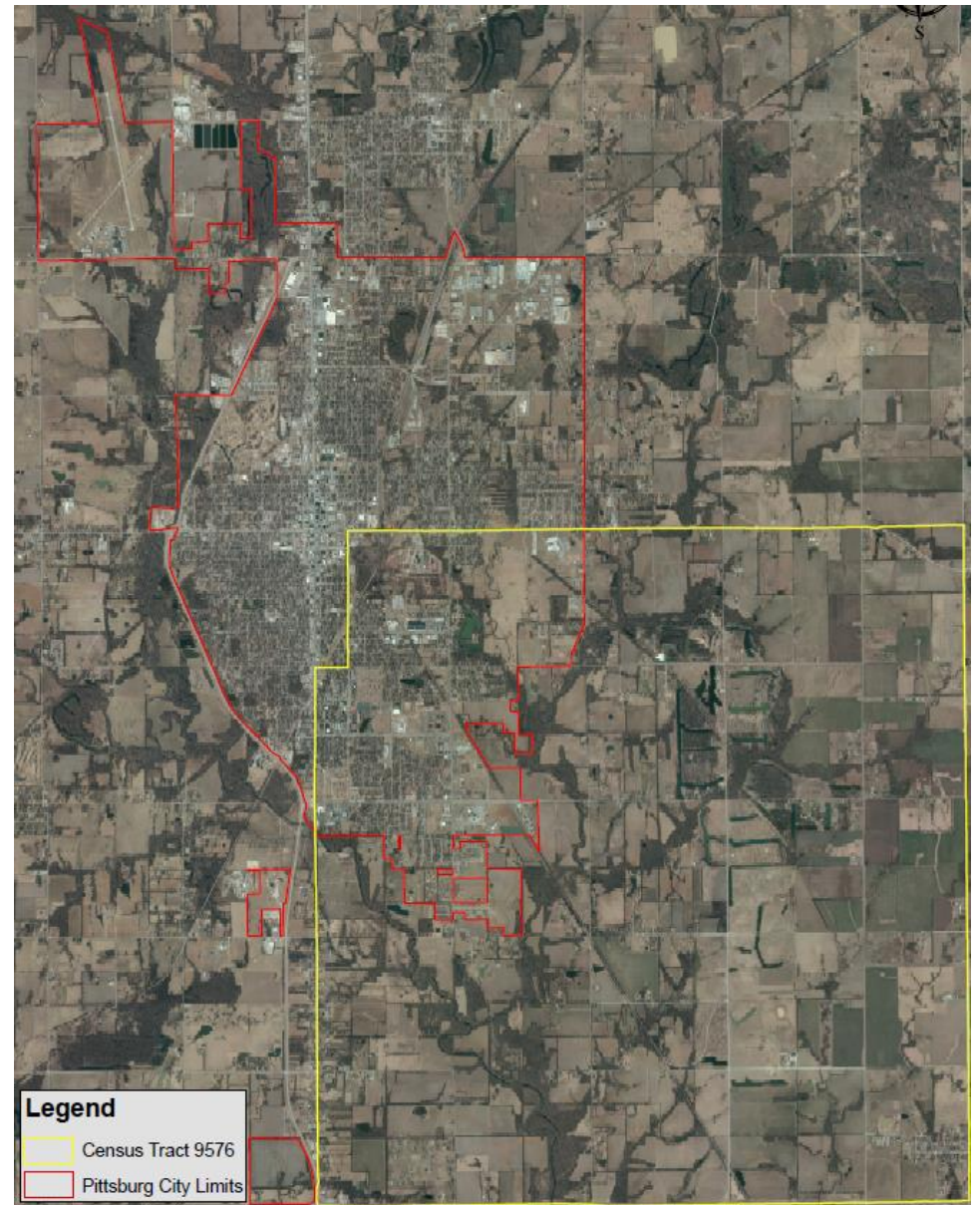
CENTRAL BUSINESS DISTRICT



- Primary stock of Historic Downtown Buildings
- 10 National Fast-Food Chains
- St. Mary's Colgan Parochial School
- Historic Neighborhoods
- Beard-Shanks Law Enforcement Center
- Pittsburg Area Chamber of Commerce
- Pittsburg City Hall
- Pittsburg Public Library
- Memorial Auditorium

INNOVATION DISTRICT

- Pittsburg State University
- 4 Large Apartment Complexes
- Pittsburg High School
- Via Christi Hospital
- 5 Assisted Living Facilities
- Industrial Park
- Neighborhood Walmart
- Silverback Landing
- Mission Clay Polyurethane



BLOCK22 DEVELOPMENT



Four historic buildings. One innovative vision. Countless possibilities.

Block22 is an innovative, mix-use, living-learning community in Downtown Pittsburg. Developed through a unique partnership between Pittsburg State University, the City of Pittsburg and the Vecino Group, Block22 transforms four historic buildings at 4th and Broadway into an entrepreneurial epicenter.

In the fall of 2018, Block22 was selected as one of the top university-led projects in the nation by the University Economic Development Association.



Photos: Brett Dalton

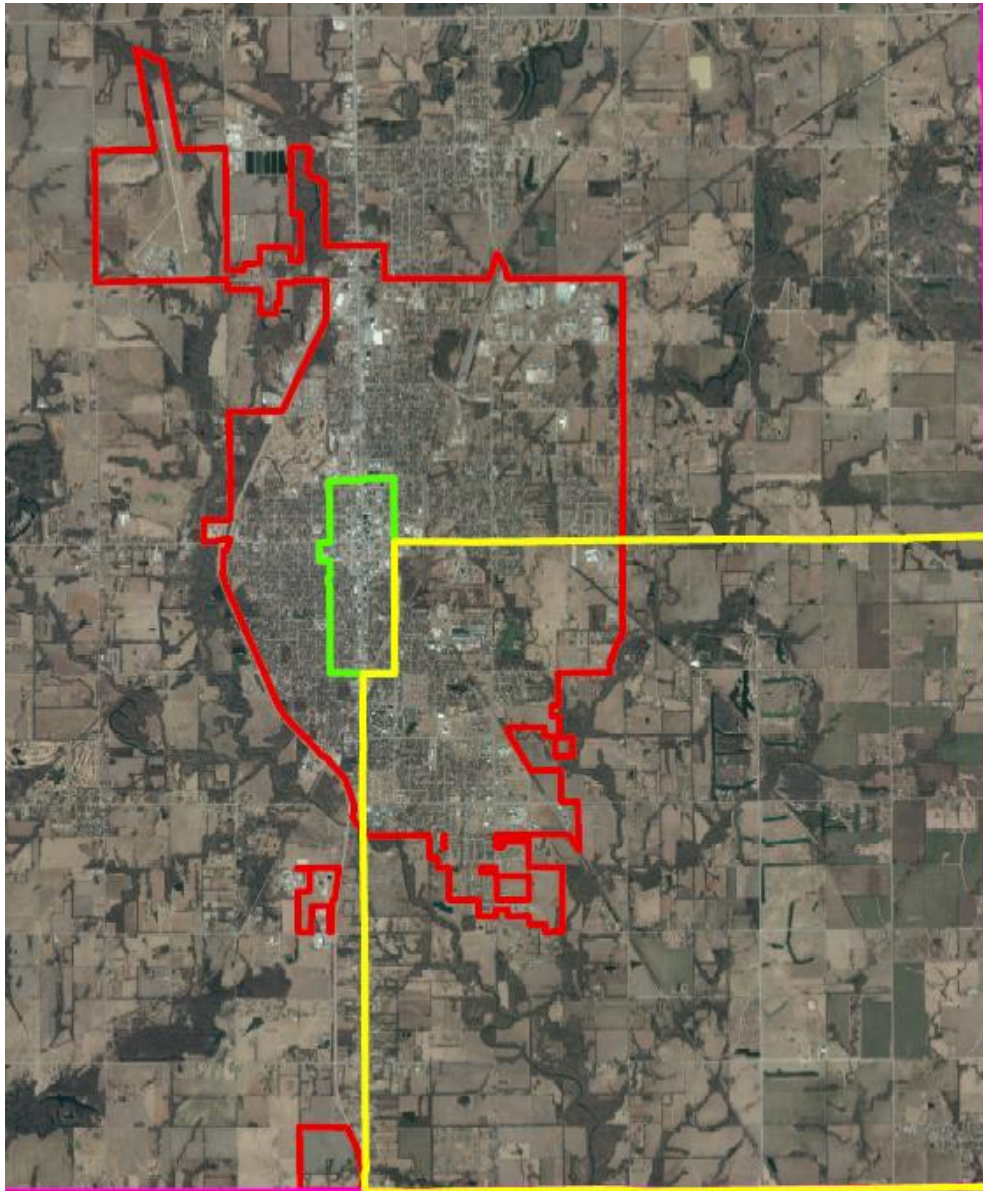
ASCENSION VIA CHRISTI EXPANSION

- 3D Mammography services
- 40,000 ft² Surgery Center with state-of-the-art technology, including robotic-assisted, minimally-assisted, minimally invasive surgeries with the da Vinci Robotic Surgical System
- The Dr. M.K. Parsi Women's Center, which includes a level II nursery and central fetal monitoring system.
- The Via Christi Heart Center, which, supported by our newly renovated \$2.6 million, state-of-the-art catheterization lab
- Our Emergency Room, which is recognized as a Level III Trauma Center by the Committee on Trauma of the American College of Surgeons
- Our extensive specialty service lines, which include diagnostics, surgery, Cancer Center, cardiology, pulmonary medicine, physical therapy and occupational health.






MICROPOLITAN

GEOGRAPHY OF O-ZONES



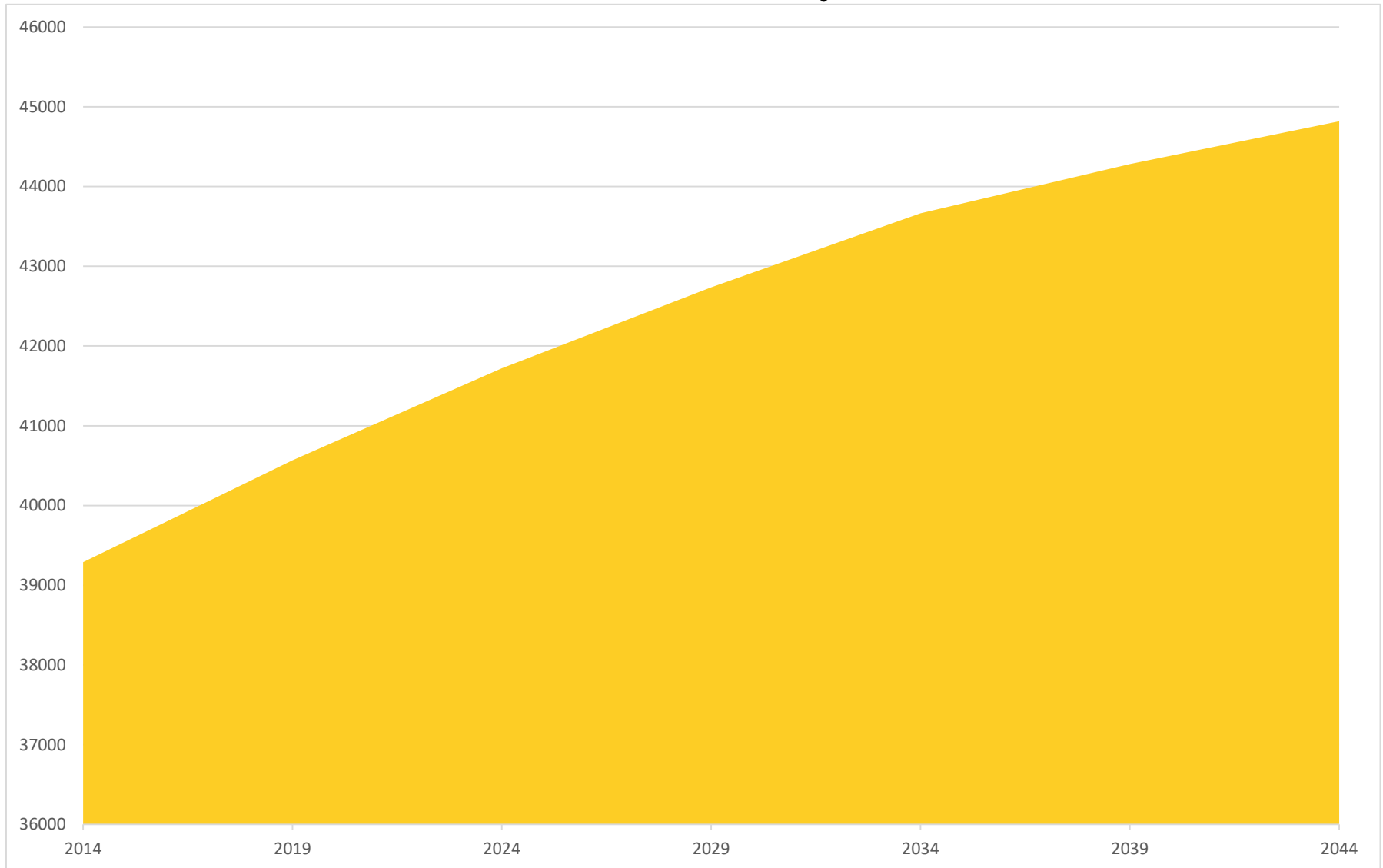
	POP. 2010	POP. 2017	% CHANGE	SQ. MILES
PMSA	39,135	39,034	-0.03%	590
CITY	20,235	20,216	-0.01%	12.8
ZONES	8,909	9,705	8.93%	XXX

Legend

-  Census Tract 9575
-  Census Tract 9576
-  Pittsburg City Limits

PREDICTED POPULATION GROWTH

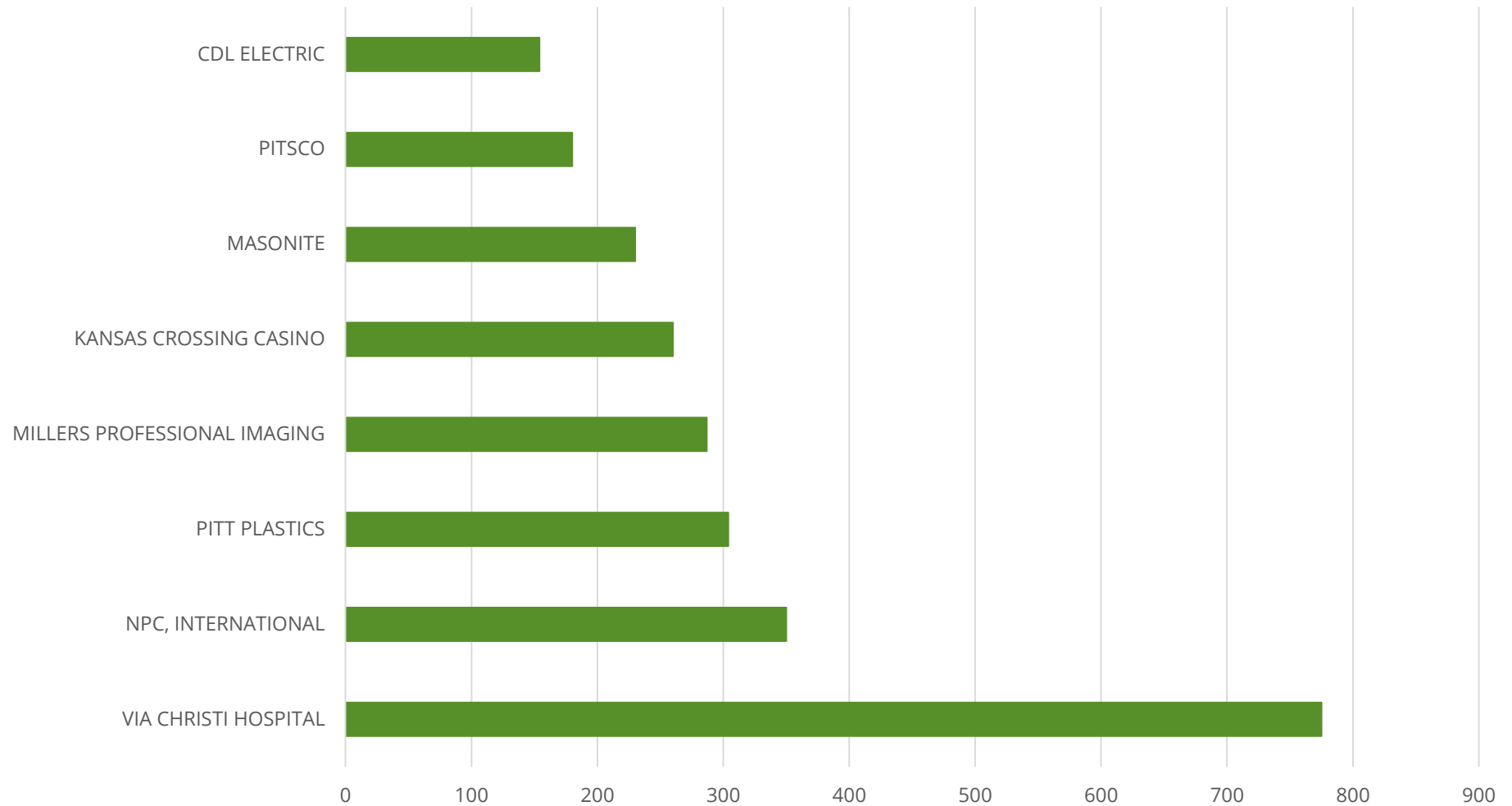
crawford county



EMPLOYMENT PROFILE

	2017 COUNT	2017 SHARE
TRADE, TRANSPORTATION, + UTILITIES	3103	16.00%
LOCAL GOVERNMENT	3049	16.00%
MANUFACTURING	2649	13.60%
EDUCATION + HEALTH SERVICES	2319	11.90%
LEISURE + HOSPITALITY	2105	10.80%
PROFESIONAL + BUSINESS SERVICES	1358	7.00%
STATE GOVERNMENT	1162	6.00%
FINANCIAL ACTIVITIES	455	2.30%
CONSTRUCTION	427	2.20%

LARGEST NON-GOVERNMENTAL EMPLOYERS



NEXT STEPS

ACTION ITEMS

- Creation of a Community Development Corporation
- Finalize Land-Use Plan
 - Implement new zoning regulations
- Create municipal electric utility with business incentives
- Introduce new middle-income market rate housing
 - Infill and new development
- Introduce first time homebuyers assistance



City of
Pittsburg
Forward Together.