January 21, 2026

Chairman Tarwater,

Thank you for the opportunity to come before the committee today to briefly discuss one of our clients and an outstanding member of the Kansas business community – Garmin International, Inc.

For more than 35 years, Garmin has called Kansas home. The company's founders, Gary Burrell and Dr. Min Kao—both Kansas residents at the time—recognized the Global Positioning System (GPS) as a disruptive emerging technology and a powerful example of how American ingenuity and innovation can shape markets.

Originally founded in Lenexa in 1989, Garmin has pioneered cutting-edge technologies, products, and applications that enable people to pursue their passions. From its humble beginnings with just a handful of engineers, the company has grown into a Kansas success story. Today, Garmin's expansive campus in Olathe is home to more than 5,200 associates in high-quality, high compensation positions. This footprint includes the company's executive leadership, and the majority of Garmin's research and development operations and investment, which totaled just shy of $1 billion globally in 2024.

Garmin invests in its Kansas workforce and provides opportunities for its associates to grow and develop in their careers in the state. This is supported by generous compensation and benefits. Our Kansas payroll alone, not including benefits and other compensation, totals over $600 million annually

Garmin is uniquely positioned compared to many of its industry peers due to its depth of product offerings, and of-course its Midwestern roots and values. Notably, Garmin is a vertically integrated company that insources work and creates jobs across its in-house engineering, R&D, product support, and manufacturing operations. In short, the company is committed to expanding its existing footprint—particularly in Kansas—rather than outsourcing these capabilities. This commitment is evident in the steady growth of Garmin's Olathe workforce and its significant campus expansion and renovation projects over the years.

Today, Garmin offers a broad portfolio of products and solutions across five distinct market segments: Aviation, Marine, Outdoor, Fitness, and Automotive OEM. A brief overview of each highlights the diversity of the company's offerings.

Garmin Aviation produces FAA-certified aircraft avionics solutions designed and manufactured in the United States and is a market leader in the general and mid-size business aviation sectors. The vast majority of Garmin's aviation manufacturing takes place in Kansas.

Garmin Marine is a market leader in recreational boating, providing navigation, cartography, communication, and safety.

Garmin's Outdoor and Fitness segments reflect the company's decade-long investment in wearables and related technologies, including health and fitness trackers, scuba diving and golf watches, cycling computers, and satellite communicators used for backcountry recreation and emergency response.

Garmin Automotive leverages the company's long-standing expertise in user interface and hardware design to develop advanced computing solutions for U.S. and international automotive manufacturers. Recent investments in Kansas include facilities and equipment supporting manufacturing for the North American automotive market.

Over the past decade, Garmin has made significant investments in Kansas and across its broader global footprint. Here at home, Garmin invested hundreds of millions of dollars for the expansion and renovation of Garmin's Olathe campus - employing local contractors, vendors and supply chains. This included construction of a new 750K square foot manufacturing and distribution facility, its aviation business center and substantial renovations and updates to its existing facilities. Many of these expansions were supported in part by programs such as HPIP and PEAK, a partnership with Kansas, and Kansas policymakers, for which Garmin values and is sincerely appreciative of.

Garmin has also forged strong ties across its local communities. This includes partnerships with Kansas secondary and higher education institutions, recruiting extensively from the University of Kansas system, Kansas State University, Pittsburg State University, Wichita State University, Johnson County Community College, and others. In addition, Garmin collaborates with trade schools across the state, helping shape curricula and apprenticeship programs that prepare Kansans for careers in manufacturing.

Again, I want to thank the committee for this opportunity to discuss the incredible work being done by a proud Kansas company.