



February 14, 2023

**Testimony in Support of HB 2334
Before the House Commerce Committee
Ann Smith-Tate, President & CEO, Shawnee Chamber of Commerce
Executive Director, Shawnee Economic Development Council**

Chairman Tarwater and Members of the House Commerce Committee.

Thank you for providing me this opportunity to share my professional opinion on HB 2334. As the President & CEO of the Shawnee Chamber of Commerce and as the Executive Director of the Shawnee Economic Development Council, I would like to express my support for the modifications submitted for the APEX economic incentives. As we have seen in the last 12 months, the creation of this unique and beneficial incentive has proven successful in attracting the attention and investment of several Fortune 500 and Fortune 100 companies. This domestic and even global recognition of Kansas' willingness to aggressively attract new industry to our State is paying off.

As Kansas continues to set records as it relates to new economic development projects resulting in greater investment in our state and its citizens now is not the time to take our foot off the pedal. The changes set forth in HB 2334 will allow this incentive to remain effective in attracting continued investment all around the state. The simple fact of economic development is in today's global economy we are competing consistently with regions and states that are continually upping their commitment to attract companies with this type of qualifying investment. If the State of Kansas does not keep pace and keep competitive, we are simply not going to be at the table when the crucial deals are put together and major expansions decided.

I have spent 20 years in economic development working to attract investment in both Kansas and Missouri and the reality is that incentives are required. I understand that incentives are often maligned or misunderstood and sometimes in fact, overused. The updated APEX legislation in front of you has made a good faith effort to provide accountability and transparency both hallmarks of good dealmaking.

I encourage and ask for your support in moving this legislation forward so that we will be able to continue to secure deals that will favorably impact our state for years to come and help us all to build a stronger and sounder Kansas economy for us all.