

***Economic Development
Agriculture and Energy as an Industry
Garden City, KS,
November 4, 2015
Michelle Cerne, Scribe***

KARL Class XIII met at the Garden City Clarion hotel for lunch to begin the Economic Development session. We were welcomed by our host Ray Purdy. Ray was introduced as a KARL founding member. Ray provided the class a timeline of the beginning of KARL from the first discussions to Class I. Ray discussed the fundraising and the importance of sending Thank You notes.

Ray also provided a brief history of Garden City and it was apparent that Ray has the first-hand feel of the growth and continued economic growth of Garden City. Ray summary lead into the introduction of Lona DuVall, Finney County Economic Development...

Lona DuVall presented what has led to the economic growth of Garden City, from 1980-present: population of less than \$10,000 in the 80's to today's population of \$40,000. Lona discussed the diversity of Garden City in terms of nationality, language, age, religion, etc. and how Garden City makes the diversity work. Lona noted that Garden City is a 2nd Tier Refuge City and what the criteria is to be a 2nd Tier Refuge City. Lona discussed the countries that are represented in Garden City and what languages are spoken. Lona provided how Garden City deals with the various cultures by having monthly multicultural meetings and encouraging participation of other multicultural activities. Lona advised that Garden City has grown economically by focusing on industry, retail, providing housing and bringing in workforce for the industries. 2016 new industry in Garden City is a \$3 million Milk Plant and a Transload Facility. Lona noted the tax base for Garden City has increased by 20% and has an unemployment rate of 3% (those that are unemployed are unemployed for a reason...).

Lona introduced several key players in the growth of Garden City: John Doll, Senator and Larry Jones, Finney County Commissioner. Both Senator Doll and Commissioner Jones spoke briefly.

The class departed the Clarion for a tour of Brookover Companies' feedyards. Mr. Ray Purdy introduced Mike Binns, feedyard manager at Brookover feedyards, as our guide though the rest of the afternoon. The Brookover family established their first yard in 1951; they currently operate two yards in Garden City with a total bunk capacity of 80,000 head. Earl Brookover was a pioneer in cattle feeding, irrigation and natural resource development as well as coining the slogan: "Eat Beef, Keep Slim." (I love that slogan!!!). It should be noted that Southwest Kansas provides the dry climate which is good for the cattle and the lots. The class toured the yard just outside Garden City city limits, however, all aspects of their feeding operation were covered. The feedyards face challenges presented by water depletion, labor, environmental concerns and urban development due to their close proximity to Garden City. I personally find it very interesting that the Brookover feedlot has been able to work with the city and continue operating the feedlot at the outskirts of town. It should also be noted that the Brookover family has been very involved in the development of Garden City and plan to continue their involvement for the betterment of Garden City.

A reception and delicious dinner were hosted by the Southwest Kansas KARL contributors at the Finney County fairgrounds. Many supporters and alumni attended.

Following adjournment the class was hosted at the home of Ray and Dena Purdy for reception and executive session.

I would like to note that Class XIII member, Trista Brown-Priest invited the class to take a Pre-Seminar tour of her family's operation, Cattle Empire – Calf Ranch. Many class members were able to attend this tour. Trista was our tour guide of the Calf Ranch.

***KARL Class XIII Scribe Notes from Economic Development Seminar
Garden City, KS
November 5, 2015***

8:00 a.m. – 9:00 a.m.

Panel Discussion - Education - What Drives a Growing Community, The Future of Garden City Panel

The morning started out with a panel discussion hosted by my KARL Class IV graduate Lance Woodbury. The panel consisted of City Manager of Garden City Matt Allen, USD 457 Superintendent Dr. Steven Karlin, and WindRiver Grain COO Robert Temple. The focus of this panel discussion was to discuss the economic activity in Finney County and Southwest Kansas, and particularly the culture of collaboration between businesses and the community entities.



9:30 a.m. -12:15 p.m.

Tour -Tyson Packing Plant

After concluding our morning panel discussion in Garden City, we traveled to Holcomb, KS for a tour of the Tyson Packing Plant. Our group was hosted by HR Director Barbara Larson. Members of our tour were split into 3 groups and lead on a tour of the facility. At the conclusion of the facilities tour, our

class reconvened with our host Barbara Larson. Barbara shared with us facts about the Tyson Facility and answered multiple questions from Karl Class XIII members.



12:30 a.m. – 4:30 p.m.

Seminars/ Tour – **Sunflower Electric Power Station**

Panel Discussion – Lesser Prairie Chicken

Our afternoon was spent at the Sunflower Electric Power Station in Holcomb, KS. Prior to touring the power station’s facility, we were given a seminar on the topic of the lesser prairie chicken. This discussion on the lesser prairie chicken was a panel discussion given by Jim Sipes from Kansas Farm Bureau, Paul Reynolds who is Senior Manager of Engineering and Environment at Sunflower Electric Power Corporation, and Lynn Freese who is Director of Consumer Services and Water Department for Wheatland Electric.



Sunflower Electric Power Plant Tour – Steve Richard, Plant Operations Manager

For the tour of the power station facility, we were divided up into small groups and lead on guided tours of the facility. David Horning led our group on a tour of the facility. Groups were given the opportunity to see all areas of the facility and our guides did an excellent job of describing the process used at this facility for burning coal to produce electricity.



Seminar – Southwest Power Pool/ Integrated Marketplace – Corey Linville

Clean Power Plan – Wayne Penrod and Paul Reynolds

After our plant tours were complete, we reconvened for an informative seminar on the Southwest Power Pool and the Integrated Marketplace which was given by Corey Linville. That discussion was followed up by a discussion of the Clean Power Plan given by Wayne Penrod and Paul Reynolds.

5:00 p.m. – 6:00 p.m.

Reception – **Hosted by KARL Class II Graduate Larry Jones and wife Becky Jones**

Our evening program was hosted by KARL Class II Graduate Larry Jones and his wife Becky Jones at their home. Thank you to Larry and Becky for so graciously opening up your home to host.

6:00 p.m. – 8:30 p.m.

Dinner – **Sponsored by J&O Cattle Company**

Speaker – **Judge Tom Webb – You Can Make a Difference**

Our evening speaker was Judge Tom Webb from Sublette, KS. Judge Webb shared with us his unique and uplifting life's story and the challenged each of us to make a difference in the life of those around us.



KARL Class XIII- Friday Nov. 6th- Garden City, KS

Royal Farms Dairy Tour-

We arrived at Royal Farms Dairy shortly after 7 am. Royal Farms Dairy was started by Steve Irsik and a west coast Dairyman. Steve Irsik and his partner Kyle Averhoff are now running the dairy. Our tour guide was Will Basham. Will has worked for Royal Farms Dairy for over 15 years.

Tim Flax, class member, and son-in-law to Steve Irsik discussed the story of the formation of Royal Farms Dairy and the diversification, vision and succession planning of the Irsik Family.

Will led us on a great walking tour of the dairy facility. Royal Farms milks about 6300 cows in a Double 60 parlor. Approximately 1000 cows are milked three times a day and the other 5000-5300 are milked

two times a day. It takes them about 2.5 hrs to fill a semi tank trailer with milk. The filled tanker is sent out immediately and generally unloaded within 8 hrs.

We learned that the dairy feeds about 1 million lbs. of feed per day and employs over 60 people. They have a largely immigrant workforce. These families send their children to the Garden City, Cimarron and Ingalls Schools.

Most of the water used by the dairy is re-used either by the dairy or the Irsik's farming operation. The Irsik's operation also uses no commercial fertilizer by utilizing the manure produced from dairy as fertilizer for their farming operations.

Wind River Grain/Bonanza Bioenergy, LLC-

After the Royal Farms tour we boarded the bus and headed back into Garden City to tour Wind River and Bonanza. Bob Temple was our guide for the Wind River tour and Jeff Gilbert was our guide for Bonanza.

Wind River was established in 1997 as a joint effort between Cargill Grain and local cooperatives. Wind River loads 110 train car shuttles to export wheat through the Gulf of Mexico.

The ethanol plant was started right next to Wind River 7 years ago and both companies capitalize on the synergy of their proximity. Wind River procures over 20 million bushels of corn and milo for Bonanza each year.

Bonanza uses about 68,000 bushels of corn or milo each day and 22-24 million bushels each year to produce 180,000 gallons of ethanol each day and about 64 million gallons annually.

Lunch- We wrapped up our seminar with lunch and evaluations back at the Clarion Inn.