Creating a Welcoming Community: A Regional Economic Development Strategy for Kansas City

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GATEWAYS FOR GROWTH CHALLENGE:
MULTI-SECTOR PLANS FOR WELCOMING & INTEGRATING NEW AMERICANS

AKRON, OH
ANCHORAGE, AK
BIRMINGHAM, AL
BROWNSVILLE, TX
COLUMBUS, OH
DETROIT, MI
FARGO, ND
HOUSTON, TX
INDIANAPOLIS, IN
KANSAS CITY, MO
LANCASTER, PA
LOS ANGELES, CA
MACOMB COUNTY, MI
NASHVILLE, TN
NEW ORLEANS, LA
PHOENIX, AZ/ARIZONA
PITTSBURGH, PA
SAN JOSE, CA
SALT LAKE COUNTY, UT
UPSTATE NY REGION (SYRACUSE/BUFFALO)
GATEWAYS FOR GROWTH CHALLENGE:
MULTI-SECTOR PLANS FOR WELCOMING & INTEGRATING NEW AMERICANS

15 COMMUNITIES: LOCAL ECONOMIC RESEARCH STUDIES
10 COMMUNITIES: DIRECT TECHNICAL ASSISTANCE
5 COMMUNITIES: MATCHING GRANTS
ABOUT THE PARTNERSHIP FOR A NEW AMERICAN ECONOMY

500 MAYORS AND CEOS IN ALL 50 STATES

ECONOMIC RESEARCH

CENTER-RIGHT ORGANIZING

STATE & LOCAL INTEGRATION INITIATIVE
ZERO.

THE NUMBER OF MAJOR U.S. METROS THAT GREW BETWEEN 1970-2013 WITHOUT IMMIGRANTS.

FOR EVERY 1,000 FOREIGN-BORN RESIDENTS WHO MOVE TO A U.S. COUNTY, 270 US-BORN RESIDENTS MOVE THERE IN RESPONSE

ATLANTA, GA
The foreign born accounted for **64.4% of Atlanta’s population growth** between 2000 and 2012

LOUISVILLE, KY
Between 2000 and 2012, Louisville’s **foreign-born population grew by 107.3%**, while the US-born population grew by just 8.4%

DAYTON, OH
In 2013, Dayton reversed three decades of population decline for the first time, after more than **70% growth in its foreign-born population**
ENTREPRENEURSHIP AND INNOVATION: WE'RE STARTING FEWER COMPANIES

SOURCE: US Census Bureau, Business Dynamic Statistics
IMMIGRANT ENTREPRENEURS ARE SHOULDERING THE LOAD

The ‘New American’ Fortune 500: More than 40% of Fortune 500 companies were founded by the foreign born or their children.

- 23% founded by children of immigrants
- 18% founded by immigrants
- 41% “New American” companies
Between 2000-2013, foreign-born accounted for all net growth in main street businesses in the United States and in 31 of the top 50 U.S. metros.

IMMIGRANTS ACCOUNT FOR ALL GROWTH IN MAIN STREET BUSINESSES (2000-2013)

- US-Born Business: -30,000
- Immigrant Business: 90,000
- Net Main Street Business: 60,000

In cities across the U.S., immigrants punch above their weight as entrepreneurs.

- Sacramento: 18% foreign born share of population, 32% foreign born share of main street business owners
- Austin: 14% foreign born share of population, 23% foreign born share of main street business owners
- Kansas City: 6% foreign born share of population, 13% foreign born share of main street business owners
- Phoenix: 15% foreign born share of population, 27% foreign born share of main street business owners
- Providence: 13% foreign born share of population, 25% foreign born share of main street business owners
- Tampa: 13% foreign born share of population, 30% foreign born share of main street business owners
- Baltimore: 9% foreign born share of population, 40% foreign born share of main street business owners
- Twin Cities: 10% foreign born share of population, 13% foreign born share of main street business owners
- Atlanta: 14% foreign born share of population, 38% foreign born share of main street business owners
- Louisville: 14% foreign born share of population, 5% foreign born share of main street business owners

In 2014, immigrants in Kansas earned $5.2B.

$405.8M — State and local taxes...
$960.6M — Federal taxes...

Leaving them with $3.8B in spending power.

Despite making up 3.7% of the state’s population, foreign-born Missourians made up 8.7% of STEM workers in the state in 2014.

If half of Missouri’s 1,255 advanced level STEM grads on temporary visas stayed in the state after graduation...

1,644 jobs for U.S.-born workers would be created by 2021.

67% of Fortune 500 companies based in Kansas were founded by immigrants or their children.

Those firms generate $13.1B in annual revenue, and employ 11,078 people globally.

In 2014, immigrants in Missouri earned $6.7B.

$517.8M — Went to state and local taxes...
$1.3B — Went to federal taxes...

Leaving them with $4.8B in remaining spending power.
## A NEW NATIONAL & LOCAL NARRATIVE ON IMMIGRATION

<table>
<thead>
<tr>
<th>Source</th>
<th>Article Title</th>
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<tbody>
<tr>
<td>The Atlantic</td>
<td>Why American Cities are Fighting to Attract Immigrants</td>
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<td>National Journal</td>
<td>The New Melting Pots: Cities across the country are welcoming immigrants as a boon to the economy</td>
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<tr>
<td>THE KANSAS CITY STAR.</td>
<td>Immigrants contribute millions of dollars in taxes and create hundreds of thousands of jobs … every year</td>
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<td>Dayton Daily News</td>
<td>Study shows immigrants add millions to local economy</td>
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<td>The Atlanta Journal-Constitution</td>
<td>Between 2000 and 2012, immigrants accounted for nearly two thirds of Atlanta’s population growth</td>
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<td>StarTribune</td>
<td>Immigrants contribute more than $22.4 billion to the Minnesota economy annually</td>
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<td>Louisville Business First</td>
<td>Louisville’s immigrant labor force is larger than the national average, study finds</td>
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IMMIGRATION INITIATIVES HELP CITIES COMPETE IN THE GLOBAL ECONOMY
DAYTON, OHIO REVERSES DECADES OF DECLINE

2010: THE PROBLEM
- 3+ DECADES OF POPULATION DECLINE
- LOSS OF MANUFACTURING JOBS AND COMPANIES
- VACANT COMMERCIAL AND RESIDENTIAL PROPERTIES
- CHALLENGING STATE POLITICAL ENVIRONMENT

2011-2014: THE PLAN

2011: THE IDEA

Against the grain, Dayton, Ohio, embraces immigrants
By Marlene Castillo, online, Sat October 5, 2013
City of Dayton

2014: THE RESULT
- FIRST YEAR OF POPULATION GROWTH
- $116M HOUSING BOOST, $15M ANNUAL INCREASE IN STATE & LOCAL TAXES
- WITH “DAYTON EFFECT” CINCINNATI, TOLEDO & CLEVELAND WOULD HAVE ALSO GROWN
WELCOMING AMERICA

Building a Nation of Neighbors

The Oracle / Domonique
THE INNOVATION
WHERE WE WORK

1 IN 8

Americans now live in a community in the Welcoming America network.
WELCOMING COMMUNITY PATHWAY

Adopt Framework

Advance Policy, Practice & Culture Change

Achieve Whole Community Benefit

CONNECT  BUILD  CHANGE

Welcoming Standards

Leadership & Communication

Equitable Access

Economic Opportunity & Education

Civic Engagement

Safe & Connected Communities
RECEIVING COMMUNITIES APPROACH

LEADERSHIP

CONTACT

COMMUNICATIONS

RECEIVING COMMUNITIES
**THE WELCOMING ROI**

**Competitive and Resilient Local Economies**
Cities are more open and innovative, and better able to attract and retain global talent and investment.

**Stronger Civic Fabric**
New Americans more active in civic life.

**Equitable Outcomes, Thriving Communities**
More equitable access to services, educational, and workforce opportunities.
GOV. JOHN KASICH ON OHIO’S INTERNATIONAL STUDENT RETENTION PLAN:

“OHIO IS COMMITTED TO BUILDING STRONG RELATIONSHIPS AROUND THE WORLD... TO IMPROVE LIVES, AND INCREASE PROSPERITY. I BELIEVE THAT SMART, AMBITIOUS INTERNATIONAL STUDENTS ENRICH OUR COLLEGE CAMPUSES AND HELP STRENGTHEN OUR HIGHER EDUCATION SYSTEM.”

STATEWIDE INTERNATIONAL STUDENT ATTRACTION AND RETENTION EFFORT

SIX REGIONAL IMMIGRANT ATTRACTION INITIATIVES:
- WELCOME DAYTON
- GLOBAL CLEVELAND
- CINCINNATI TASK FORCE ON IMMIGRATION
- WELCOME TOLEDO
- COLUMBUS NEW AMERICAN INITIATIVE
- WELCOME SPRINGFIELD
CASE STUDY: MICHIGAN LEADS RUST BELT REVITALIZATION

GOV. RICK SNYDER ON MICHIGAN’S OFFICE FOR NEW AMERICANS:

“WE WANT THE WORLD TO KNOW THAT MICHIGAN IS A WELCOMING STATE. WE VALUE THE CULTURAL DIVERSITY, PROFESSIONAL CONTRIBUTIONS AND ENTREPRENEURIAL SKILLS OFFERED BY FOREIGN-BORNE RESIDENTS. ENCOURAGING LEGAL IMMIGRATION WILL CREATE MORE JOBS FOR FAMILIES AND ENHANCE THE QUALITY OF LIFE ACROSS MICHIGAN.”

GOVERNOR’S OFFICE FOR NEW AMERICANS
MICHIGAN GLOBAL TALENT RETENTION INITIATIVE
GLOBAL ENGINEERS IN RESIDENCE INITIATIVE
MICHIGAN INTERNATIONAL TALENT SOLUTIONS
GLOBAL DETROIT
ONE MACOMB
GLOBAL LANSING
ST. LOUIS INTERNATIONAL STUDENT RETENTION INITIATIVE

INTERNATIONAL STUDENTS
Global Talent Hiring Program

Goal: To attract and retain more of the 9,000 international students studying in the region annually, knowing that 80 percent would stay if they had a job. Universities will measure increases in international students attending their schools and obtaining internships/jobs through various visa options.

LEGAL CONSULT TEAM ONE HOUR FREE IMMIGRATION LAW CONSULTING FOR COMPANIES
REGIONAL BUSINESS COUNCIL MENTORING PROGRAM NOW INCLUDES INTERNATIONAL STUDENTS
CORPORATE GLOBAL EMPLOYER SILVER & GOLD CERTIFICATION (MOCK INTERVIEWS, INTERNS, USE L1 VISA)
UNIVERSITIES SHARE BEST PRACTICES ON VISAS, OPT EXTENSIONS, CPT AND JOB INTERVIEWS
INTERNATIONAL STUDENT CERTIFICATE PROGRAM FOR INTERVIEWING AND NETWORKING SKILLS
LOCAL CASE STUDY
Welcoming Atlanta: Multi-Sector Strategic Plan

20 RECOMMENDATIONS TO MAKE ATLANTA MORE WELCOMING, INCLUDING:

- Create an **Office of Immigrant Affairs**
- Expand opportunities for **adult English language learning** in immigrant communities
- Create a **multi-lingual one-stop shop for all entrepreneurs** that outlines the steps for starting a business
- Create targeted programming to **train and connect skilled immigrants** with jobs critical to Atlanta’s economy
- Assess and **increase minority participation in the Small Business Enterprise Program**
- Create a **Multicultural Liaison Unit** in the Atlanta Police Department

![Logos](image-url)
GATEWAYS FOR GROWTH

ATLANTA

Multi-Sector Strategic Plans

In September 2014, Mayor Kasim Reed announced the results of the Welcoming Atlanta working group: a set of 20 recommendations to ensure Atlanta's newly arrived communities are integrated and supported.

RESOURCES
Website
Welcoming Atlanta
Press Release
Mayor Kasim Reed Announces Results Of Welcoming Atlanta Working Group
Plan
Community Engagement

KEY AREAS OF FOCUS

Working groups or advisory committees will often focus the work of planning processes into themes, and subcommittees will reflect those themes. Members of the working group or task force will break into smaller groups according to their expertise and interest area, and load more in depth, often community-focused conversations around the following broad areas:

• Equitable Access to Services: Ensuring that all residents have access to city services and opportunities by reducing barriers and encouraging participation. Many cities work towards this goal by establishing broad language access policies that require all city documents and activities are accessible in multiple languages, hosting town halls in immigrant communities that bring information directly to residents on various services and initiatives offered by the city, and having outreach coordinators whose job is to be present in the community to share information on what the city is doing.

• Economic Opportunity and Education: Harnessing the full potential of all residents by working to ensure that newcomers have the skills, training, and education to thrive; and that workforce, education, and economic development systems are prepared to serve and leverage the talents of all residents. This can often include programs to support: small business owners, workforce development initiatives, programs that connect newcomers with other business
Q&A