

Osage County Vision Forward



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DISCOVEROSAGE.COM



Osage County Vision Forward



Building Strong Communities



Rural Revitalization



**Competing for Significant
Economic Development Projects**



We're Moving Osage County Forward

**GRANTS
AWARDED
SINCE 2023:
\$7,500,000**

OSAGE COUNTY GROWTH

Growth is happening across Osage County! Our communities are investing in downtown revitalization, local amenities, and projects that create new opportunities for residents, businesses, and future growth.

- Grants**
- City Library
 - City Park
 - MIH - Tucker Subdivision (40 housing units)

Downtown Commercial Revitalization - Coming Soon
Community Mural - Coming Soon

Rural Revitalization

- Carbondale Crossing (Target: 2028)
- Proposed mixed-use development featuring retail space and multifamily housing for sale.
 - Located just off Highway 75.
 - Designed to complement existing businesses and surrounding neighborhoods.
 - Includes rehabilitation of the former gas station into productive commercial space.
 - Project funded through private investment and state funding - no county, city, or local taxpayer dollars are planned to be used.
 - Aims to attract new amenities, support local businesses, create jobs, and encourage long-term economic growth for Carbondale.
 - Currently in the planning stages.

Grants

- City Park

Rural Revitalization

- MIH Grant Application

Active Downtown Business District

- Ongoing efforts to support local businesses and encourage downtown growth.

Grants & Community Investments

- City Pool
- City Park
- CDBG Commercial Rehabilitation Grant
- PK Country Design (Kansas Entrepreneur of the Year)
- \$10,000 American Express Business Rehabilitation Grant
- Community Mural

Business Growth

- 7 New Businesses
- The Sheppard House
- Stone Hall
- Sweet Savings Ice Cream
- PK Country Design
- Council City Coffey
- Junker's Boutique
- Smokehouse of Burlingame

Rural Revitalization

- Home to the widest brick Main Street.
- Active Chamber of Commerce with a growing calendar of events on the bricks.

Downtown Investment

- 7 Public & Private Investment Projects
- Continued reinvestment in downtown buildings and businesses, strengthening Burlingame's historic business district.

Grants & Community Investments

- City Library
- City Sewer
- City Park
- CDBG Commercial Rehabilitation Grant
- Kansas Attraction Grant
- Community Mural

Business Growth

- 9 New Businesses & Redevelopments
- The Star Block
- Horn & Ivory Bookstore
- Black Saddle Collective Photo Studio
- KB's Special Tees
- The Honey Day Spa
- Brickhouse Corner Kitchen
- 40 Barrels Coffee
- 1183 Guest House
- Osage Hardware

Commercial Revitalization

- Orbis Facility
- Asset Lifecycle

Rural Revitalization

- Downtown Revitalization Committee
- Downtown Vision Project
- New Pickleball Courts
- Ongoing cleanup of dilapidated and vacant buildings
- Reopening of the Osage City Santa Fe Depot to the public
- Support from the Osage City Community Foundation
- K-State TAB (Technical Assistance to Brownfields) Program

Downtown Investment

- 7 Public & Private Investment Projects
- Continued investment in downtown buildings, businesses, and community spaces.

Melvern Lake Marina

- Coming soon

Private Investment

- Historic preservation efforts
- Arvonia Preservation Society

Rural Revitalization

- Kansas Sunflower Summer attraction
- Arvonia Summer Kickoff featuring the Quilt Show and hot air balloons, attracting more than 1,000 attendees
- Annual Candlelight Service

Carbondale

Scranton

Burlingame

Osage City

Lyndon

Vassar

Quenemo

Melvorn

Arvonia

DRIVE75

Grants & Community Investments

- HEAL Grant
- CDBG Commercial Rehabilitation Grant
- Overbrook Community Foundation Patterson Award (multiple years)

Rural Revitalization

- Active Growth Committee
- Downtown Beautification Project
- City Comprehensive Plan
- Overbrook Historical Society Museum - Coming Soon
- New Pickleball Courts

Business Growth

- 3 New Businesses
- Sunflower Bakery
- The Feed Bunk - Expanded from a food truck to include indoor seating
- Overbrook Storage (Highway 56)

Downtown Investment

- Continued public and private investment supporting downtown improvements and business growth.

Pomona Lake Ski Club

- Growing membership
- ADA-compliant clubhouse providing improved accessibility for members and visitors

Pomona Lake Marina

- Coming soon

Grants:

- Community Center

Grants & Community Investments

- Community Center
- Carnegie Library Expansion
- City Sewer
- City Park
- Lyndon Saddle Club

Rural Revitalization

- Active Pride Committee
- Disc Golf Course
- Pickleball Courts

Business Growth

- 5 New Businesses
- The Wild Ones
- Cattle & Clover
- Burger Shack
- Gains & Glory
- Oat & Co. Hair Studio

Downtown Investment

- Continued private investment supporting new businesses and community growth.

Grants & Community Investments

- City Park (Pending)
- Community Center Improvements

Rural Revitalization

- Award-winning school district

Grants & Community Investments

- Community Center
- Safe Streets and Roads for All (SS4All) Grant
- MIH Grant Application

Rural Revitalization

- Active Pride Committee
- The HUB - Featuring pickleball courts, shuffleboard, and a community firepit
- Riverfront Park & Trails
- New Disc Golf Course

Business Growth

- 3 New Businesses
- Melvorn Mart
- Ti Tis Cuisine
- Prairie Trails Mercantile

Downtown Investment

- Continued private investment supporting downtown businesses and community growth.

**NEW
BUSINESSES
SINCE 2023:
27**

OSAGE COUNTY
ECONOMIC DEVELOPMENT

CARBONDALE

Grants

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Rural Revitalization

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- Currently in the planning stages.

SCRANTON

Grants

- City Park

Rural Revitalization

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BURLINGAME

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- Community Mural

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Business Growth

7 New Businesses

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- Stone Hall
- Sweet Savings Ice Cream
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- Council City Coffey
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Downtown Investment

7 Public & Private Investment Projects

- Continued reinvestment in downtown buildings and businesses, strengthening Burlingame's historic business district.

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OSAGE CITY

Grants & Community Investments

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- City Sewer
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- CDBG Commercial Rehabilitation Grant
- Kansas Attraction Grant
- Community Mural

Commercial Revitalization

- Orbis Facility
- Asset Lifecycle

Rural Revitalization

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Business Growth

9 New Businesses & Redevelopments

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ARVONIA

Private Investment

- Historic preservation efforts
- Arvonla Preservation Society

Rural Revitalization

- Kansas Sunflower Summer attraction
- Arvonla Summer Kickoff featuring the Quilt Show and hot air balloons, attracting more than 1,000 attendees
- Annual Candlelight Service

OVERBROOK

Grants & Community Investments

- HEAL Grant
- CDBG Commercial Rehabilitation Grant
- Overbrook Community Foundation Patterson Award (multiple years)

Rural Revitalization

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- Downtown Beautification Project
- City Comprehensive Plan
- Overbrook Historical Society Museum – Coming Soon
- New Pickleball Courts

Business Growth

3 New Businesses

- Sunflower Bakery
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- Continued public and private investment supporting downtown improvements and business growth.

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VASSAR

Grants:

- Community Center

LYNDON

Grants & Community Investments

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- Carnegie Library Expansion
- City Sewer
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5 New Businesses

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QUENEMO

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- Community Center Improvements

Rural Revitalization

- Award-winning school district

POMONA LAKE

Pomona Lake Ski Club

- Growing membership
- ADA-compliant clubhouse providing improved accessibility for members and visitors

Pomona Lake Marina

- Coming soon

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Carbondale

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Burlingame

Osage City

Lyndon

Melvern Lake

Arvonia

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Pomona Lake

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DRIVE75

**NEW
BUSINESSES
SINCE 2023:
27**

OSAGE COUNTY
ECONOMIC DEVELOPMENT

OSAGE COUNTY GRANT FUNDING

**\$7.5M
GRANTS
AWARDED**

\$4.1M + \$3.4M = \$7.5M

Newly
Awarded

- Libraries
- Community Centers
- Parks
- Water | Sewer
- Housing
- Historic building | Commercial Rehabilitation
- Bridges
- Tourism

OSAGE COUNTY BUSINESS GROWTH

**27 NEW BUSINESSES
IN 3 YEARS**



**\$135,000.00
Tax Revenue Growth**

estimate



We're Moving Osage County Forward



Building Strong Communities



Rural Revitalization



**Competing for Significant
Economic Development Projects**



Economic Development Building Strong Communities



Building Opportunities
& Strengthening Communities

Support Local Business

Strong Small Businesses Create Strong Communities

Monthly Local Business Grants

Our monthly local business grant program continues to support entrepreneurship and small business growth throughout the county. Each month, a local business is selected to receive grant funding (\$500) that can be used for marketing, equipment, business improvements, or other growth-focused initiatives. The program is designed to strengthen the local business community by providing resources that help businesses expand their reach, increase visibility, and invest in long-term success.



Meet & Greet: KU Small Business Development Center

Marketing support for the KU Small Business Development Center team included coordinated branding across event materials, along with social media promotion to increase awareness and engagement. Additional digital outreach was implemented to support visibility and strengthen participation among local small business owners and entrepreneurs.



An event for small business owners, start ups, and community supporters.

MEET+GREET

with the KU Small Business Development Center Team (SBDC)

FREE EVENT | JUNE 4TH | 10AM | BURLINGAME
Stone Hall at the Shephard House

WHO WE HELP
All business owners and startups who are...
• Starting a business or launching a new product
• Wanting to improve business performance
• Seeking help with business transitions
• Seeking additional training and support
• Interested in loan prep

HOW WE HELP
The KU-SBDC offers free, confidential advising for startups, existing businesses, and those buying or selling a business. Advising topics include:
• The startup process
• Business planning
• Financing and funding
• Marketing
• Accounting
• Human resources
• Taxes
• And more!

We want to hear from you! How may we best support your business efforts? Join us for this free event!

LEARN MORE ABOUT KU-SBDC
Kristina Mease, Director, KU-SBDC
kmease@ku.edu

RSVP TODAY!
Ciera Poe, Business Advisor, KU-SBDC
cpoe@ku.edu

Logos: KU KANSAS, OSAGE COUNTY, Burlingame CHAMBER of Commerce, CITY OF BURLINGAME, SHEPARD HOUSE ENTERPRISES

"I have been following Discover Osage County since its inception and enjoy knowing what's going in my neighborhood as well as all the cities. Many of the local events I would not know about if it wasn't for the events calendar. It's nice to get acquainted with many of the small businesses located in the county and learn more about them, where they are located, and their business hours. Thank you for sharing all of this with us. You're doing a great job." -Linda Schneidewind

Support Local Business

Strong Small Businesses Create Strong Communities



Supporting existing businesses remains a key part of strengthening Osage County's economy. Throughout the year, we partnered with local businesses by providing educational opportunities, marketing assistance, networking, and individualized support. By investing in the success of our existing businesses, we help encourage growth, strengthen the local economy, and enhance the overall vitality of our communities.



- Monthly local business grants (\$500)
- KU Small Business Development Center Team (SBDC)
 - Access to SBDC virtually + in-person once-a-month for confidential advising
 - Events:
 - June 4th: Meet & Greet
 - July 9th: No Cost Expert Advice
 - August 19th: Smart Marketing Made Simple
- Arvonja Summer Kick Off
- Destination Summit with John Schallert - national training for small businesses
- Business Directory launch in Fall 2026
- Coming January 2027: Small Business Mental Health Summit



- Small Business: Gap Financing through Network Kansas (coming soon)



Welcome Folder

Welcoming New Residents & New Businesses
Building Community Connections

Created for new community members, this resource highlights local dining, activities, town features, and annual events to help residents feel connected and engaged in Osage County.

WHAT TO DO/ WHERE TO EAT

An overview of local attractions and dining options, highlighting key recreational activities, community favorites, and locally owned restaurants throughout Osage County.

TOWN HIGHLIGHTS

Summaries of each Osage County community, showcasing historic downtowns, local landmarks, and unique characteristics that define each town.

ANNUAL EVENTS

An overview of recurring festivals and community celebrations that help drive engagement and visitation throughout the year.

LAKE INFO

We highlight recreation opportunities, amenities, and visitor information. These rack cards were designed to enhance the visitor experience and promote the lakes as key destinations for outdoor activity and tourism within the county.

"I appreciate the county wide information.
Thank you!" -Becky Coltrane





We're Moving Osage County Forward



Economic Development Rural Revitalization

Strengthen Communities:

Key Partnerships

KS Main Street Affiliation



KSU TAB – Brownfield Program

- Clean up blighted downtown properties
- Community Engagement | Re-vision report | Reuse Analysis report) – FREE (value \$50k)



TAB
Technical Assistance
to Brownfields

KANSAS STATE
UNIVERSITY

- Participating Communities:

- Osage City
- Overbrook
- Carbondale

CDBG ~ Commercial Rehabilitation Grant

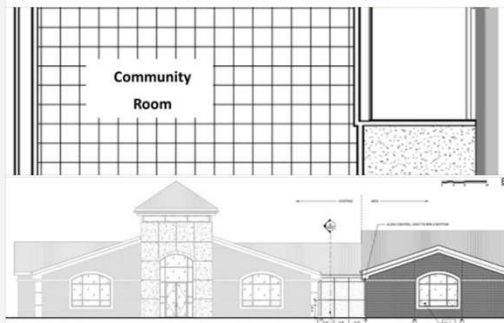


Retail Strategies



retail strategies

Strengthen Communities: Osage City Downtown Revitalization



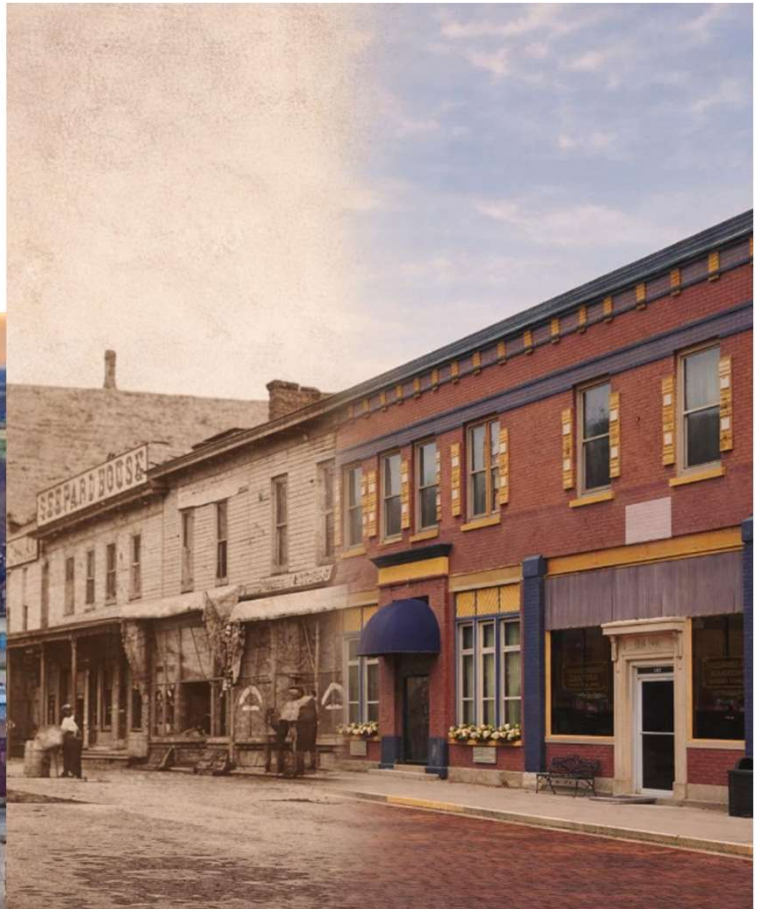
Osage City Public Library
Library



Send message

Strengthen Communities:

Downtown Revitalization

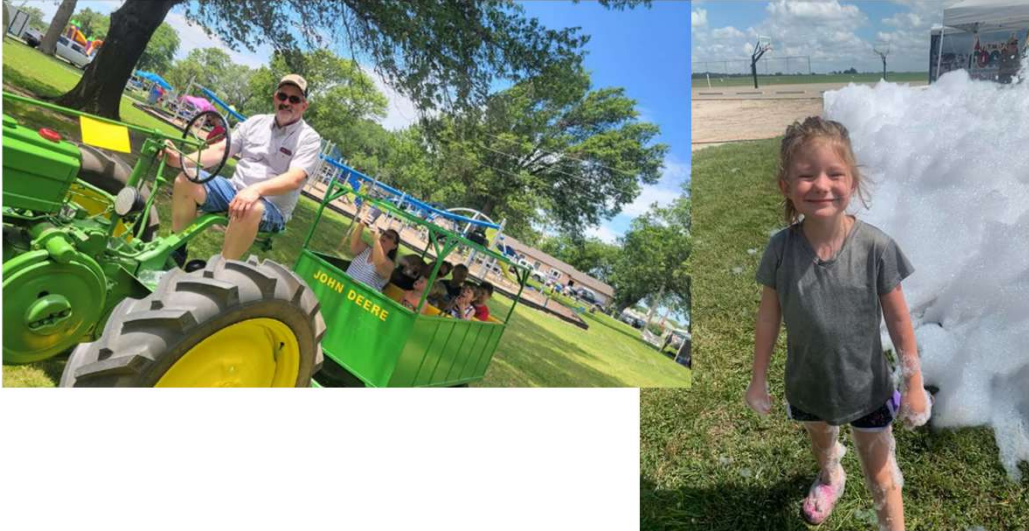


Burlingame, KS

WHERE RAIL
CROSSES TRAIL
EST. 1858



Scranton



Strengthen Communities:

Revitalizing **RURAL**



Vassar

Strengthen Communities: Downtown Revitalization



8/18/2026

Strengthen Communities: Downtown Revitalization

Carbondale



#LOVELOCALOC
BUSINESS SPOTLIGHT Weg's Ice Cream Shop



8/18/2026



Revitalizing RURAL

Proposed 2028: Carbondale Crossing

Planning Underway - Fall 2026

As Carbondale continues its **rural revitalization** through historic preservation, local investment, and entrepreneurial growth, an exciting new development is taking shape.

Carbondale Crossing is a planned commercial and residential development designed to bring **new opportunities** to the community. The community vision includes attracting a restaurant and complementary retail businesses that enhance local amenities, create jobs, and support long-term economic growth.

Currently in the planning stages, this project aims to **build on Carbondale's momentum** while strengthening the community for generations to come.



Concept only.

At Alcove Development, we take pride in creating projects that do more than build spaces; they strengthen communities.

Our developments bring meaningful investment, jobs, and long-term value to the local economy, driving growth that lasts.

Interested businesses, please contact the Alcove development office: (785) 856-0339

A PARTNERSHIP BETWEEN



Strengthen Communities:

Revitalizing RURAL

Lyndon

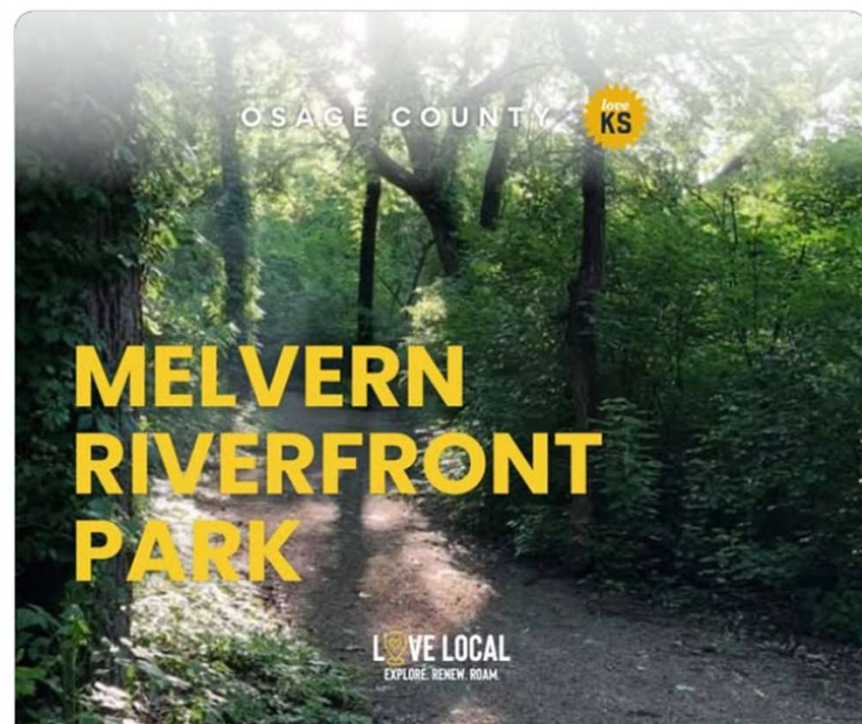




Strengthen Communities:

Revitalizing RURAL

Melvorn



Strengthen Communities:

Retail Recruitment in Osage County



retail strategies



DISCOVER

Gap Analysis



Sales Tax:

County: 1.0 %



\$347 Million

Total Gap

NEEDS:

Every city has the goal to increase tax revenue and job creation, often through new businesses. A combination of these goals increases the quality of life for citizens, spurring on more growth.

CHALLENGES:

Communities have challenges to overcome, such as finding enough time, building a network, the collateral and resources, and the specific experience needed in the retail industry.

NEEDS

Network

Time

Resources

Experience

Tax Revenue

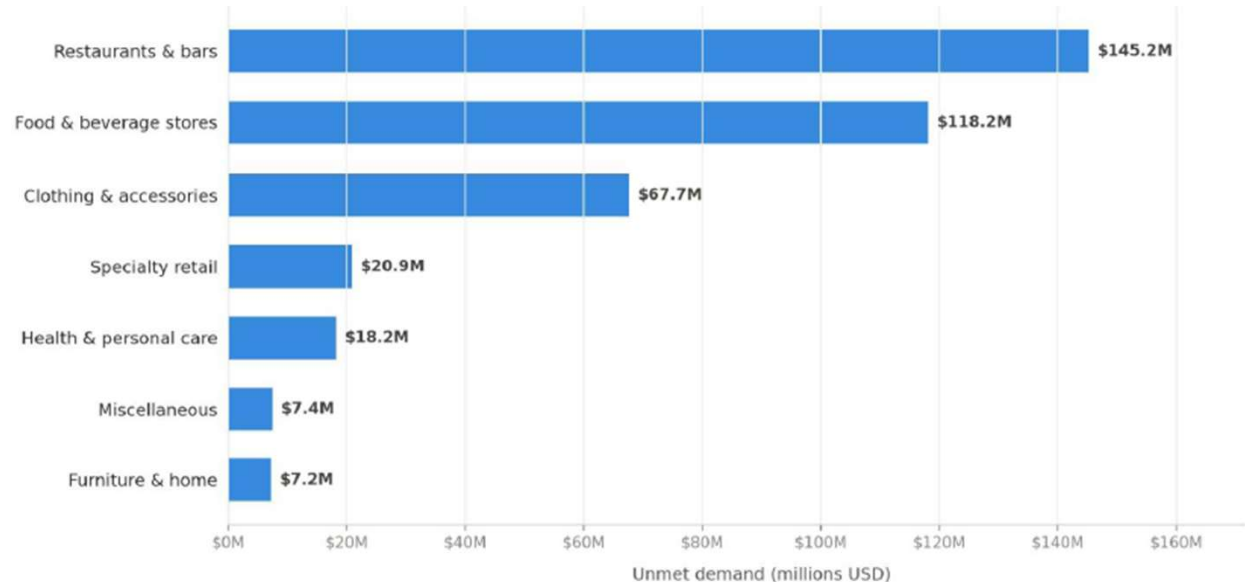
Job Creation

Quality of Life

New Business

GOALS

Osage County, KS — Retail Sales Gap Analysis (2025)



Source: Kalibrate KLI Retrieval - Demographic Source: Synergos Technologies, Inc.



We're Moving Osage County Forward



Competing for Significant Economic Development Projects



Preparing Osage County for Smart Growth and Local Jobs

Recruitment Readiness

- **Goal:** To capture expanding industrial and commercial investment in Northeast Kansas, Osage County is transitioning from a passive economic development posture to an **ACTIVE Recruitment Readiness Strategy**.
- By preparing labor data, site data and infrastructure in advance, Osage County is positioning ourselves as a competitive, strong logistics corridor, low-risk destination for regional business investment such as manufacturing, agriculture and logistics providers.
- **Key Initiatives:** Accelerate Business Attraction.
 1. **Shovel-Ready Site Preparation:**
 1. Actively cataloging land and commercial properties along major transportation corridors ~ US-75, US-56, I-35 and outskirts of cities to streamline timelines for prospective businesses.
 2. Building relationships with landowners.
 3. Collaborating with local utility providers to verify water, wastewater, electric, gas, broadband capabilities & identifying necessary improvements.
 2. **Workforce & Market Data Compilation**
 1. Compiling local labor data, skill profiles and commuting flow statistics to prove workforce availability to prospective employers
 2. Retail Strategies currently conducting retail gap analyses to identify commercial expansion opportunities
 3. **Regional Partnership & Targeted Marketing**
 1. Partnering with Kansas Department of Commerce and networks to ensure Osage County sites are included in state-level site selector databases.
 2. Develop a targeted marketing collateral package highlighting local logistics advantages, business friendly environment and quality of life.



Preparing Osage County for Smart Growth and Local Jobs

Recruitment Readiness

1. **Shovel-Ready Site Preparation:**

1. Actively cataloging land and commercial properties along major transportation corridors ~ US-75, US-56, I-35 and outskirts of communities to streamline for prospective businesses.
2. Building relationships with landowners.
3. Collaborating with local utility providers to verify water, wastewater, electric, gas, broadband capabilities & identifying necessary improvements.



• **Site Selectors:**

- County Open for Business
- Regulation process defined
- Control of the Land
- Proximity to Infrastructure
- Adjacent to community
- Workforce

• **Industry Likes:**

- Proximity to growing markets, logistics, land prices, local team

• **Industry doesn't Like:**

- Perception county not business unfriendly
- Perception of county financial mis-management
- Do not have developed Industrial site

• **Franklin County is ahead of Osage County!**

• **Coffey County is ahead of Osage County!**

- New Strawn Airport platted lots
- Beto Junction
- Actively pursuing water for residents & eco devo growth

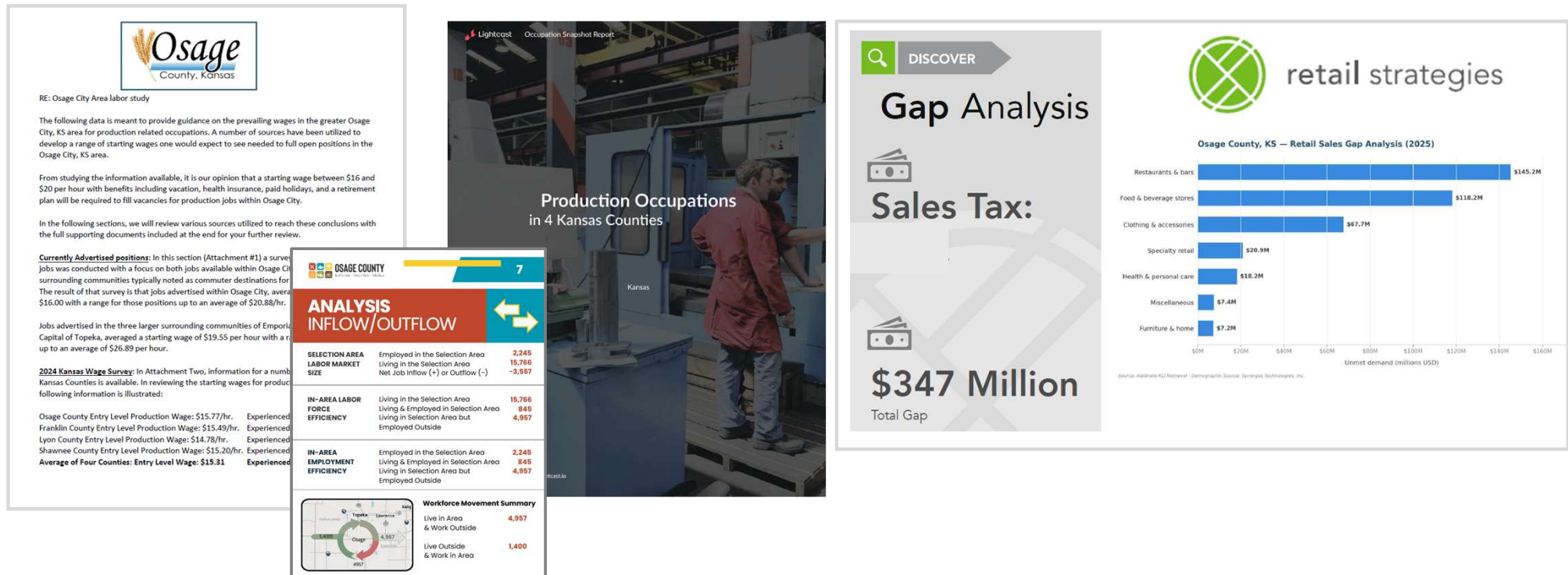


Preparing Osage County for Smart Growth and Local Jobs

Recruitment Readiness

2. Workforce & Market Data Compilation

1. Compiling local labor data, skill profiles and commuting flow statistics to prove workforce availability to prospective employers
2. Retail Strategies currently conducting retail gap analyses to identify commercial expansion opportunities





Preparing Osage County for Smart Growth and Local Jobs

Recruitment Readiness

3. Regional Partnership & Targeted Marketing

- Partnering with Kansas Department of Commerce and networks to access national site selection consultants to promote Osage County.
- Ensure Osage County sites are included in state-level site selector databases.
- Develop a targeted marketing collateral package highlighting local logistics advantages, business friendly environment and quality of life.



- ✓ Spectacular Events and Networking
- ✓ Unparalleled Access
- ✓ Dynamic Partnerships and Collaborations



Preparing Osage County for Smart Growth and Local Jobs

Recruitment Readiness

WHY OSAGE COUNTY?

Where businesses grow and communities thrive.

READY TO GROW?

Whether you're starting a business, expanding your operations, or exploring new opportunities, Osage County Economic Development is here to help.

DISCOVEROSAGE.COM

BUILT ON COMMUNITY

Strong partnerships between local leaders, businesses, schools, and community organizations help create opportunities and support long-term growth throughout Osage County.

Community organizations, volunteers, and local leaders work together year-round to support projects and events across the county.

THE HEART BEHIND US

Agriculture, manufacturing, healthcare, retail, and entrepreneurship all contribute to a resilient economy that supports businesses, families, and future growth throughout Osage County.

Small businesses are a vital part of our economy creating jobs and supporting our local communities.

CENTRAL LOCATION

Centrally located in northeast Kansas, Osage County provides convenient access to Topeka, the Kansas City region, and major transportation corridors while preserving the advantages of small-town living.

Osage County is served by US-73 and US-56, with Interstate 35 just minutes away, making regional travel and commerce easily accessible.

LIVE, WORK, AND THRIVE

Welcoming communities, outdoor recreation, quality schools, and local events make Osage County a place where people, families, and businesses can thrive together.

From lakes to community festivals and historic downtowns, there's always something to explore.

OSAGE COUNTY
SUPPORT. TOGETHER. PROSPER.

1

OSAGE COUNTY BY THE NUMBERS

15,766
POPULATION

Unemployment Rate 3.6%

Median Age 42.8

OSAGE COUNTY
SUPPORT. TOGETHER. PROSPER.

4

WORKFORCE DATA

LABOR FORCE PARTICIPATION RATE

Osage County: 61.6%
Kansas: 60%
United States: 62.9%

EMPLOYMENT POPULATION RATIO

Osage County: 60%
Kansas: 62.8%
United States: 61.2%

UNEMPLOYMENT RATE

Osage County: 3.6%
Kansas: 3.5%
United States: 3.9%

Osage County	Kansas	United States
TOTAL WORKING AGE POPULATION	2,339,516	271,122,720
LABOR FORCE PARTICIPATION	1,530,887	168,569,229
EMPLOYMENT	1,470,072	165,944,204
JOBS	1,623,246	172,509,692
AVERAGE WAGES	46,850	75,142



Preparing Osage County for Smart Growth and Local Jobs

Recruitment Readiness

Community & Fiscal Impact:

"What's in it for me and my family?"

- **Jobs are closer to home.** Currently, a large percentage of our residents drive out of the county every day to go to work.
- With an average commute time of 30 minutes, Local job growth reduces highway time and increases family time.
- **Expanding the Tax Base.**
- New revenue supports local infrastructure without increasing the burden on the 82.4% of residents who own homes in Osage County.
- **Supports Local Businesses.**
- When more people work in Osage County, they buy gas, eat lunch and shop local businesses, keeping those tax dollars circulating right here in our community.
- **Controlled, Targeted Growth:**
- Developing a shovel-ready site ensures new development complements rural community character and protects agricultural assets.



Competing for Significant Economic Development Projects



Will this raise my taxes? No. In fact, the goal of expanding the commercial tax base is to relieve tax pressure on individual homeowners.

When will we see results? Recruitment readiness is a long-term strategy. It lays the foundation so that when site selectors search the region, we are ready to win those projects. It's an investment in our county's long-term stability.

How does this help small businesses? When a new primary employer arrives, their employees eat at local diners, shop at local stores, and hire local contractors. It creates a rising tide for all local businesses."*



Preparing Osage County for Smart Growth and Local Jobs

Recruitment Readiness

Strong Interest in the Orbis Facility, Osage City, KS

- Nearly TEN tours with different industries
- Requiring process ~ building relationships, providing data, answering questions, connections
- Local Team Difference Maker! ♥

Welcome New Business to Osage County:

- Welcome Event
- Job Fair
- Regular Engagement





Preparing Osage County for Smart Growth and Local Jobs

- **Eco Devo Strategic Initiative: (2024-current)**
- Rail Transload facility
- Semi-conductor ancillary business
- Gas Plant (5-8 years planning)
- **State or Private Sector Opportunity: (2024 – current) Nearly 20 Projects pursued**
- **Private: (3)**
- Ag waste into packaging Nov 2024
- Biogas/fertilizer plant June 2025
- Equestrian Resort July 2024
- **State 2026: (5)**
- Undisclosed Manufacturing Feb 2026
- Food Processing plant May 2026
- Plastics manufacturing May 2026
- Semiconductor facility 2026,
- Aero Space defense plant 2026,
- **State 2025: (7)**
- Pharmaceutical manufacturing Jan 2025
- Ammunition parts Jan 2025
- Injection Molding facility Feb 2025
- Advanced manufacturing March 2025
- Electronic equipment manufacturer Sept 2025
- Vehicle manufacturing Nov 2025
- **State 2024: (4)**
- Oil & Gas components Dec 2024
- Component manufacturing June 2024
- Data recycling project July 2024
- Heavy Manufacturing Oct 2024
- **Opportunities Passed On:**
- Wind, Solar, Datacenters



Preparing Osage County for Smart Growth and Local Jobs

Recruitment Readiness

- **2025-26 Focus Federal Infrastructure Grants: Take Advantage of KS BUILD Match Dollars**

Infrastructure

- **Broadband** – Lyndon, Olivet & 75 Highway to Beto (pending)
- **SS4All** – Sidewalk | Street Planning Grant \$750k Award (\$33k Administration funded by Eco Devo)
- **Bridge (BIP)** – Osage + Franklin Counties (pending) (\$34.5k grant writing, \$3.4M match dollars)
- **Regional Water Project PWSD#12** (pending funding strategy)
- **Fire Suppression Olivet** (Coffey #3) KWO (pending)
- **Future:**
 - Rail
 - Airport Osage City

Local Projects

- **Carbondale Crossing**
- **Quenemo – Community Center | Park**
- **Melvern Sidewalk project**
- **Community Improvement District**
- **Lyndon Saddle Club**
- **And More....**

Grant Landscape Challenging

- Build Kansas Funds end September 2025
- Legislature does not have replacement currently
- Rural communities unlikely to have match dollars

Osage County Grant Overview:												8.5.2026
Grant		Type	Beneficiary	2025	2026	2027	2028	2029	2030	2031	Status	
SafeStreets 4 All (SS4A)		Planning Grant	All OC Municipalities	Grant Agreement FHWA							WIP	
		Awarded \$750k		Grant Agreement Build KS							WIP	
		Grant Writing Reimbursed				Implementation Completion						
		Administration \$33,800.00										
SafeStreets 4 All (SS4A)		Construction Grant	All OC Municipalities					Apply Construction			Apply for Construction Grant	
Bridge Improvement (BIP)		Construction Grant	County		Appl Complete Pending Award						Pending Award	
		\$30M Project					Bridge Construction					
		\$32.9k Grant Writing Reimbursed										
		\$3.4M Match Awarded										
Kansas Water Office Grant		Construction Grant	Olivet Distribution Line		Sept Application						WIP	
		Olivet Increase Water Access										
		Fire Suppression Issue										
		\$7,000.00 Grant Writing										
		No Match										
TBD Water Grant		Co-County PWWSD12 Grant TBD	Water ENG Design			Application					Pending Funding Strategy	
TBD Water Grant		Co-County PWWSD12 Grant TBD	Water Construction				Application				Pending Funding Strategy	
CDBG Grant		Co-County ENG Design	PWWSD12			Application					Pending Funding Strategy	
Raise Grant (KDOT)		Construction Grant	Bridge			Application					Explore	
		Construction Grant	Melvorn Sidewalk								Explore	
KS Tourism Attraction Grant		KS Tourism Attraction Grant	Construction		Application						Explore	
		Arvonnia - 40% Match										
KS Tourism Grant		KS Tourism Grant Mural	Construction		Application						Explore	
		Carbondale - 40% Match										

*Note: Grant pursuit dependent on Congress funding Kansas Build IJA Projects (impacts technical assistance | match dollars)

Growing Housing

- Osage County Housing Assessment
- MIH Grant:
- 2025 Legislature did not fund. Projects stalled
- 2026 Legislature will fund at \$6M (\$3M fall | \$3M spring)

- Carbondale:
 - **Tucker Subdivision** – 40 units (14 complete)
 - **Planning Phase II** (2026) continue
 - Transitional Housing (Senior or New homeowners)

- Osage City:
 - **15 Infill units** ~ Work in progress.



HOUSING



Neighborhood Revitalization Plan (NRP)

Real Property Tax Rebate Incentive

The primary intent of the Kansas Revitalization Program is to provide communities with a long-term increase and stabilization in their property tax base by encouraging the rehabilitation or new construction which may not have otherwise occurred.

Moderate Income Housing



Approved Housing Projects:	New Homes
County	21
Carbondale	40
Osage City	15
Melvorn	10
Total:	86

Total Home Expansion:	New Homes	Avg Home Value	Average Osage County Tax Rate (1.64%)	Increase in Real Property Taxes
10 Years	86	\$300K	1.64%	\$426K
		\$250K		\$360k

Building stronger communities, one visit at a time.

Revitalization is in full swing across Osage County! We're focused on **building thriving communities, growing visitor traffic, and increasing local spending** in our economy. From attracting new families to welcoming new businesses, it all starts with one great visit that shows what makes this place special.

[Billboards](#)

[Website Updates](#)

[Website Analytics](#)

[Google Search](#)

[Facebook](#)

[Social Ads](#)

[Support Local Business](#)

[Unique Events](#)

[Video Marketing](#)

[Travel Blogger](#)

[Welcome Folder](#)

[Printed Collateral](#)

[Print Ads](#)

[Strengthen Communities](#)

[Event Promotion](#)

[Osage County Growth](#)



2025-2026

WHERE WILL YOUR JOURNEY TAKE YOU?



- **Goal:**
- Boost Tourism to grow visitors & visitor spending in Osage County. Drive our Local Economy, County Promotion and Celebrate Local Businesses and Attractions.
- Tourism equates to \$12.5 M / year in Visitor Spending to Osage County.

Billboards

Bringing Osage County to the Attention of Thousands of Travelers

To support visitor growth and local economic development, **new billboards** have been installed along I-35 at **Exit 155** (Beto Junction) and **Exit 160** (Melvern). These high-visibility placements promote Osage County as a destination for outdoor recreation and family experiences, while directing traffic to our website. The campaign is designed to **increase visitation** and **drive spending** with local businesses by encouraging travelers to shop, eat, and stay local.

Estimated Views: 225,000/month | 2,520,000/year

- Guest Excise Tax: 6% October 2025
- 2026 Q2: \$2,9k
- Annual forecast: \$15k



Website Updates

Making Osage County Easier to Discover Online

The website is actively maintained and **updated almost daily** with new content, including events, photos, and other timely information to ensure it remains current, engaging, and useful for both residents and visitors.

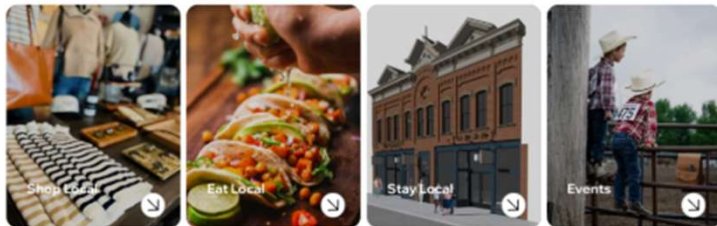
"As a lifelong resident of Osage County, I am thoroughly impressed by the travel & tourism website and their FB page. It is incredibly easy to find online and beautifully organized. Finding local events is completely effortless, helping even long-term locals discover new community activities. A fantastic resource!" –Rachel S.

Total Pages 27 **Pages Coming** 6
Plan to Stay, Business Directory, Build with Us, Look Book, Where to Shop, Where to Eat

SHOP, EAT, STAY LOCAL

Discover the heart of Osage County through its local shops, hometown flavors, and welcoming places to stay.

From unique boutiques and essential services to locally owned restaurants and cozy lodging, Osage County offers everything you need while keeping it close to home. Shop small and support local makers, enjoy a meal at a family-owned favorite, or extend your stay and experience true Kansas hospitality. However you spend your time here, you'll find genuine connections and a strong sense of community in every corner.



Submit an event!

First name *

Last name *

Email *

Event Title *

Event Date *

Start Time *

End Time *

Facebook Event Link

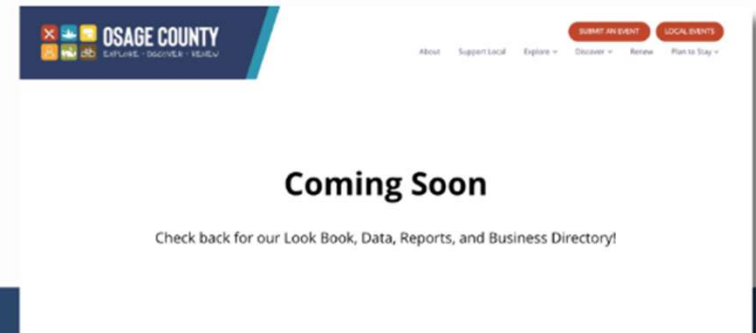
Upload the photo option in your event, copy the link, paste it here.

Facebook Photo/Video Link

Upload the photo option in your event, copy the link, paste it here.

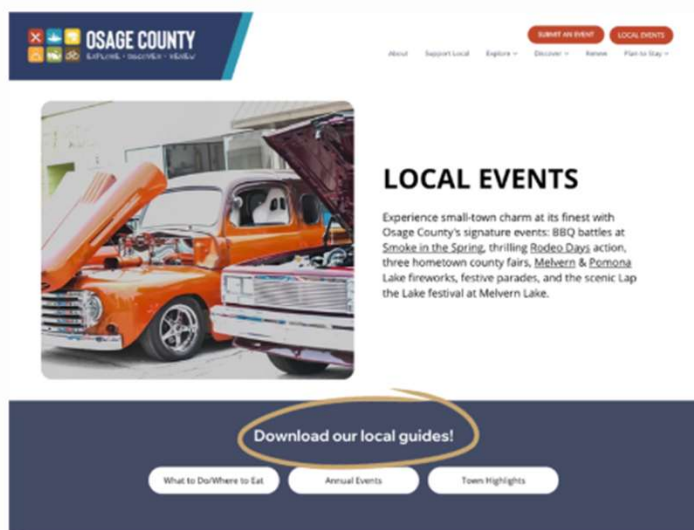
Any Other Details

Submit



Website Updates

Making Osage County Easier to Discover Online



7	JUL, TUE	4 - 7pm	Farmers Market- Lyndon Lyndon Saddle Club
8	JUL, WED	All day 4 - 8pm	Osage City Fair (Day 1&2) Farmers Market- Carbondale TSA
9	JUL, THU	All day 6 - 8pm	Osage City Fair (Day 3&4) Lindberg Dancers- Osage City Osage City Fairgrounds
10	JUL, FRI	All day 7 - 11pm	Osage City Fair (Day 3&4) Delta Haze- Osage City 517 S 1st St
11	JUL, SAT	All day 7am - 12pm 8am - 12pm 10am - 3pm 10pm - 2pm	Osage City Fair (Day 4&5) Farmers Market- Osage City 1048 Lang St Farmers Market- Burlingame 122 W Santa Fe Ave Second Saturday- Osage City 508 Market St Sunflower Summer Tour- Arvonia 32318 S Arvonia Rd
13	JUL, MON	4 - 6pm	Overbrook Farmers Market Overbrook Fair Grounds
14	JUL, TUE	4 - 7pm	Farmers Market- Lyndon Lyndon Saddle Club
15	JUL, WED	4 - 6pm	Farmers Market- Carbondale TSA
18	JUL, SAT	All day 7am - 12pm 8am - 12pm 10am - 2pm	Lawn Mower Barrel Race- Burlingame Bur Farmers Market- Osage City 1048 Lang St Farmers Market- Burlingame 122 W Santa Fe Ave Farmers Market- Soranton 1204 Boone St Cookout- Carbondale 1621 CHIN MARKET

New pages have been added to the website featuring all of Osage County's **annual and recurring events** in one easy-to-find location. We've also added **downloadable local guides** highlighting attractions, dining, outdoor recreation, and local businesses. Together, these updates make it easier for residents and visitors to explore and engage with Osage County.



Melvorn Sunflower Days

Join us for a weekend packed with family fun, including a parade, live music, inflatables, kids' races, face painting, homemade ice cream, Bingo, a car show, great food, and so much more. Whether you're a longtime local or a first-time visitor, there's something for everyone to enjoy in Melvorn.

[More info](#)



Lamont Hill Fireworks

Enjoy an evening filled with community, summer fun, and patriotic celebration before the fireworks light up the sky. Bring your lawn chairs, your family, and your friends for a night you won't want to miss.

[More info](#)



Melvorn Lake Fireworks

Bring your lawn chairs, gather your friends and family, and enjoy the celebration before the sky lights up over the lake. From great company to unforgettable fireworks, it's the perfect way to celebrate summer and small town America.

[More info](#)



Lap the Lake

Lap the Lake is an inspiring annual gravel bike/run/walk event in Melvorn, Kansas, where participants tackle a scenic course around Melvorn Lake, fueling community activities and projects.

[More info](#)



Osage City Fair

Osage City comes alive during fair week with carnival games, local bands, and generations of families gathering to celebrate our community's oldest and most cherished tradition.

[More info](#)



Overbrook Fair

Small-town traditions shine bright at the Overbrook Osage County Fair, where 4-H shows, demolition derby action, and the smell of funnel cakes create summer memories that last a lifetime.

[More info](#)



Rodeo Days

Rodeo Days in Burlingame, Kansas, is a lively annual celebration featuring a thrilling rodeo, family-friendly activities, and a vibrant showcase of local culture along the historic Santa Fe Trail.

[More info](#)



Kite Festival

Get ready for a sky full of wonder as Great American Kites brings some of the largest and most whimsical kites in North America to Melvorn Lake for the first-ever Osage County Kite Festival! This free, family-friendly event features giant kites, colorful displays, and hands-on fun as part of the "Lap the Lake" festivities.

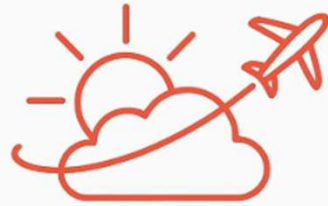
[More info](#)



Smoke in the Spring

Join 100+ competition BBQ teams as they fire up their smokers and battle for Kansas BBQ glory at Smoke in the Spring, where the mouthwatering aroma of slow-cooked perfection fills Osage City's fairgrounds every April.

[More info](#)



ONE DELIGHTFUL LIFE

Travel Blogger: One Delightful Life

Sharing Osage County's Story Through Authentic Voices

A travel writer familiarization tour was coordinated to showcase Osage County's communities, businesses, and attractions to a regional travel influencer. During her visit, **she explored local shops, restaurants, outdoor destinations, and community events** while connecting with residents and capturing stories about what makes Osage County unique. This initiative helps increase **regional visibility, promote tourism, and encourage future visitation** by generating authentic third-party coverage highlighting the county's people, places, and experiences. Read her full blog [here](#).





Osage County Travel & Tourism

1.5K followers • 200 following

Welcome to Osage County! We offer a safe, friendly, and caring small-town settings, with the amenities of larger cities just minutes away. Page managed by the Osage County Economic Development office.

Tourist Information Center



Send Email

Following

Message

Facebook

Connecting Communities and Showcasing Local Experiences

Social media continues to be **a key tool** for promoting Osage County and its communities. Regular content includes support for the county's signature **annual events** through promotional campaigns, boosted posts, Facebook events, **weekly event previews**, and **recap posts**. We also **highlight local businesses**, small **community activities**, **attractions**, **seasonal events**, and **tourism opportunities** to increase awareness, encourage visitation, and strengthen community engagement year-round.

From launch:

Followers: 1.5k

The number of profiles that follow the page.

Engagement: 68k

The number of reactions, clicks, comments, shares and saves on your posts.

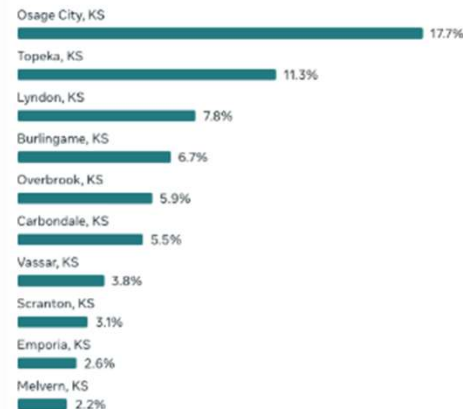
Visits: 18.8k

Content Interactions: 18.2k

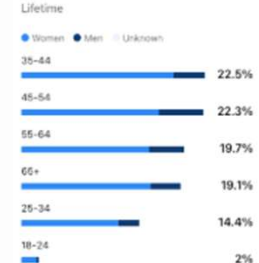
The number of likes or reactions, saves, comments, shares and replies on your content, including ads. Content can include formats such as posts, stories, reels and more.

Link Clicks: 6.2k

Top cities



Age & gender



Social Ads

Expanding Our Reach Beyond County Lines

TOTALS

Engagement: 13k
Impressions: 334k
Budget: \$1,778

Wow!



Engagement: 1k
Impressions: 39k
Budget: \$250



Engagement: 283
Impressions: 5.7k
Budget: \$50



Engagement: 3k
Impressions: 80k
Budget: \$300



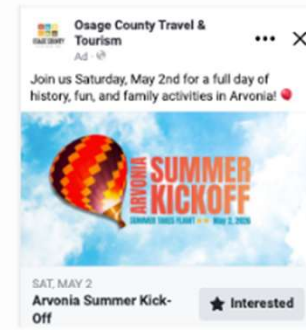
Engagement: 2.5k
Impressions: 56k
Budget: \$250



Engagement: 386
Impressions: 6k
Budget: \$50



Engagement: 332
Budget: \$50



Engagement: 532
Impressions: 39k
Budget: \$300



Engagement: 944
Impressions: 16k
Budget: \$300



Engagement: 1.6k
Impressions: 39k
Budget: \$250

Social Ads

Expanding Our Reach Beyond County Lines

Targeted social media advertising was used to promote Osage County's small communities, local events, attractions, and tourism opportunities. With **an investment of \$1,778**, these campaigns generated **more than 334,000 impressions** and **13,000 link clicks**, helping increase awareness, encourage visitation, and drive interest in supporting local businesses and communities throughout the county.



Strengthen Communities: Annual Event Promotion, Which Drives our Local Economy

Results are in! Growing visitors to Osage County.

Smoke in the Spring

Out-of-market visitors: 13.1k (+21.5% YOY)

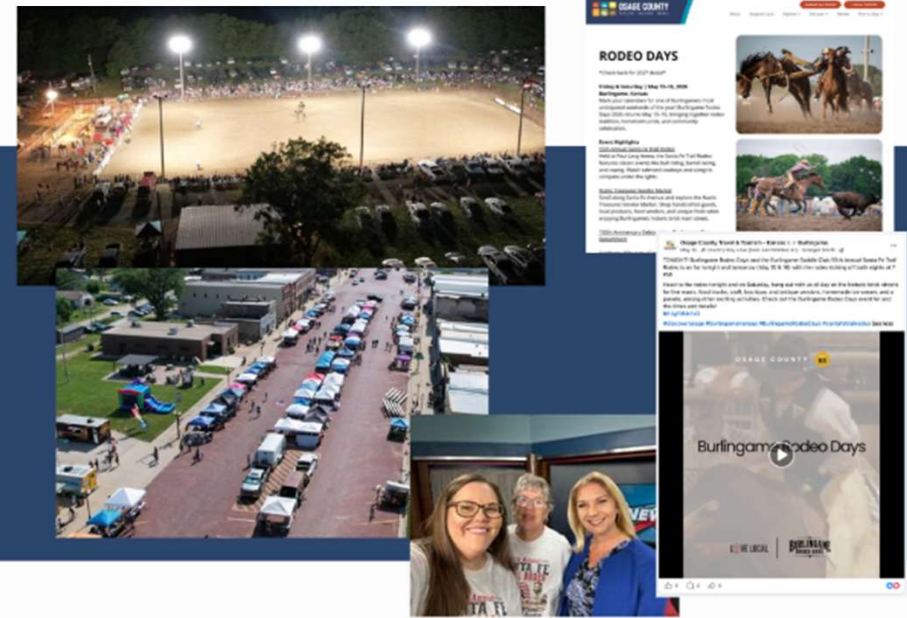
- Interview with Fox 43
- Radio announcements
- Social media posts + community group shares
- Social media event ad
- Videography before event
- Photography and recap content after event
- Print material (flyers + annual event listing)
- Community calendar listing
- Blog mention
- Website event pages
- Osage County Chronicle advertisement



Rodeo Days

Out-of-market visitors: 5.7k (+11.2% YOY)

- Red Couch interview with Melissa Bruner, WIBW
- Promotional strategies mirrored Smoke in the Spring



- KS Department of Revenue: Keep Up the Good Work!
- 2026 to date:
- 4% Increase in Sales Tax YOY = \$47k
- Outpacing the State at 2% YOY

Strengthen Communities: Annual Event Promotion, Which Drives our Local Economy

Results are in! Growing visitors to Osage County.

Melvorn Sunflower Days & Cruz

Out-of-market visitors: Pending

- Social media posts + community group shares
- Social media event ad
- Photography + videography recap content
- Print material (flyers + annual event listing)
- Community calendar listing
- Website event pages
- Osage County Chronicle advertisement

Overbrook Fair

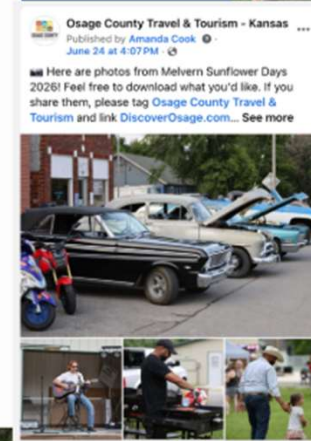
Out-of-market visitors: Pending

- Similar marketing efforts

Osage City Fair

Out-of-market visitors: Pending

- Similar marketing efforts



Unique Events

Creating Experiences That Bring People Together

Friday Nite Bites

Marketing support for Friday Nite Bites in Carbondale included a refreshed event logo along with coordinated branding across banners, planters, and picnic tables, in addition to social media promotion to increase visibility and community engagement.

Arvonian Summer Kick Off *New event this year with over 1,000 visitors in attendance!*

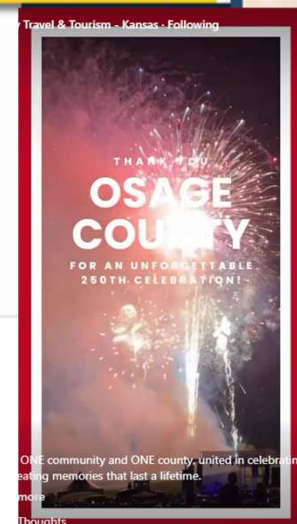
Marketing for the Arvonian Summer Kick Off included a refreshed logo, coordinated on-site branding (banners, planters, picnic tables), along with a Facebook event, targeted ad, and social media promotion to increase awareness and attendance.

Annual Kite Festival

The annual Kite Festival at Melvern Lake welcomes families for a free day of outdoor fun. The event featured kids' kite crafts, a candy cannon, a public flying area, and photo opportunities, while showcasing one of Osage County's premier recreational destinations.

Lap the Lake *2025 out-of-market visitors: 2,000 (+54.2% YOY) | non-resident visitors: 3,000 (+66% YOY)*

The annual Kite Festival at Melvern Lake welcomes families for a free day of outdoor fun. The event featured kids' kite crafts, a candy cannon, a public flying area, and photo opportunities, while showcasing one of Osage County's premier recreational destinations.

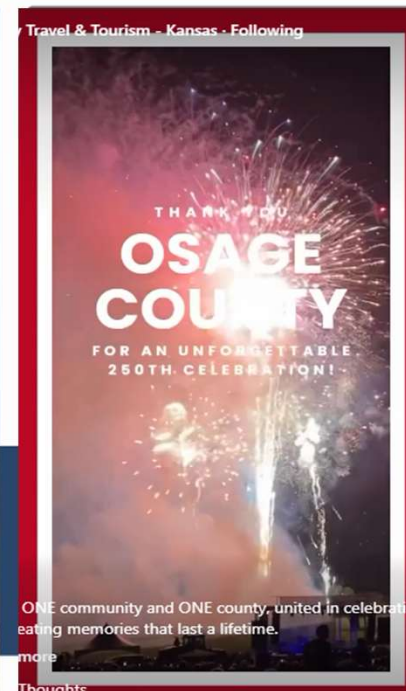
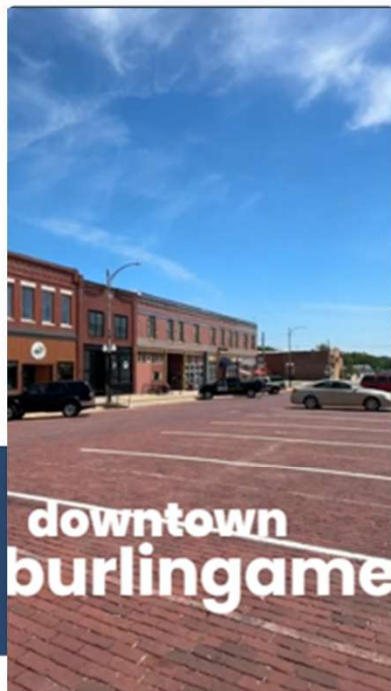


"What a great benefit for the area! Glad to be able to keep others informed of area happenings." -Melissa Herdman

Video Marketing

Telling the Story of Osage County Through Video

Video marketing continues to play an important role in promoting Osage County and its communities. Recent projects included a feature on the **downtown revitalization** efforts in Osage City, a countywide video celebrating **America's 250th**, and additional promotional videos highlighting local attractions, events, and community initiatives.



Print Ads

Creating Awareness That Drives Visitation

KS Travel Guide

An advertisement was placed in the Kansas Travel Guide to promote Osage County as a travel destination. This statewide publication helps reach prospective visitors by showcasing the county's attractions, outdoor recreation, communities, and local experiences.

Osage County Travel Guide

A comprehensive guide to Osage County featuring attractions, dining, outdoor recreation, towns, and annual events. This resource encourages visitors to explore the county and support local businesses.

Osage County Newspaper

Advertisements were placed in the Osage County Herald to promote county events, tourism initiatives, and community activities. These ads help keep residents informed while encouraging participation in local events and supporting businesses throughout Osage County.



Tourism is often the first step in economic development.

INVEST FORWARD

Growing tourism is about more than attracting visitors—it's about creating economic opportunity. Every new visitor supports local businesses, contributes to sales tax revenue, and helps showcase Osage County as a place where people want to live, work, invest, and build a future.

**Promote Osage County → Attract Visitors → Increase Local Spending → Strengthen Businesses
→ Generate Sales Tax → Attract New Families & Businesses → Build Stronger Communities**



Colleen Mendoza, Economic Development Director
DISCOVEROSAGE.COM



Momentum Forward...



We're Moving Osage County Forward



Building Strong Communities



Rural Revitalization



**Competing for Significant
Economic Development Projects**

Achieving Results...

OSAGE COUNTY GRANT FUNDING

**\$7.5M
GRANTS
AWARDED**

\$4.1M + \$3.4M = \$7.5M
Newly
Awarded

OSAGE COUNTY BUSINESS GROWTH

**27 NEW BUSINESSES
IN 3 YEARS**



- KDOR 2026 to date:
- 4% Increase Sales Tax YOY = \$47k
- Outpacing State at 2% YOY

- Orbis Facility will be **SOLD** this year.

\$135,000.00
Tax Revenue Growth
estimate



- Guest Excise Tax:
- 6% Implemented October 2025
- 2026 Q2: \$2,9k
- Annual forecast: \$10-15k

Total Home Expansion:	New Homes	Avg Home Value	Average Osage County Tax Rate (1.64%)	Increase in Real Property Taxes
10 Years	86	\$300K	1.64%	\$426K
		\$250K		\$360k



2027 Preparation

ECONOMIC DEVELOPMENT BUDGET

REDUCE

FLAT

INVEST

YES

YES

YES

NO

YES

YES

NO

NO

YES



Building Strong Communities

LOVE LOCAL



Strong Small Businesses Create Strong Communities



Rural Revitalization



Retail Recruitment in
Osage County



retail strategies



Competing for Significant Economic Development Projects

Recruitment Readiness

Shovel-Ready Site Preparation:



**We recognize
Economic Development
success comes as the result
of partnerships of entities at
the individual, local, county,
state and federal level!**

Thank You!