

Approved

Stephen R. Cloud
Date 1-28-85

MINUTES OF THE HOUSE COMMITTEE ON GOVERNMENTAL ORGANIZATION

The meeting was called to order by Representative Stephen R. Cloud at
Chairperson

9:05 a.m./~~p.m.~~ on Thursday, January 24, 1985 in room 522-S of the Capitol.

All members were present except:

Representative Bowden - Excused
Representative Sprague - Excused

Committee staff present:

Avis Swartzman - Revisor
Carolyn Rampey - Legislative Research Dept.
Julian Efird - Legislative Research Dept.
Jackie Breymeyer - Committee Secretary

Conferees appearing before the committee:

Jamie Swartz, Secretary, Kansas Department of Economic Development

The meeting of the House Governmental Organization Committee was called to order at 9:05 a.m. by Representative Stephen R. Cloud, Chairman. The minutes of the January 22 meeting were approved. Chairman Cloud introduced Jamie Swartz, Secretary, Kansas Department of Economic Development, who was present to give an overview of the Department.

Mr. Swartz distributed literature to the Committee which contained the Department's "Legislative Proposal" and "Perspectives Kansas" (See Attachment A). He went through a division-by-division explanation, beginning with the Industrial Development Division. He highlighted the Kansas Cavalry's missions to other states and countries to seek prospective businesses and industries in their marketing efforts. In speaking of the Travel and Tourism Division, Mr. Swartz stated that the number one priority of this Division is "selling Kansas" and addressing the area of image. With regard to the Community Development Division, Mr. Swartz commented that the Block Grant Program has encountered some problems that haven't as yet been worked out. Various solutions are being discussed. Mr. Swartz next spoke of the Minority Business Division, headed by former Senator McCray. Greater efforts are being made to get minority businesses educated in the bid process, although he emphasized that this is not the main purpose of the Division. It is an unstated rule that the Division is an advocate within the administration of business within the state. After making a few comments on the Housing Division, Mr. Swartz turned the Committee's attention to the Proposed Reorganization chart.

As reorganized, the Department would have the Office of Minority Business Affairs and Office of Advanced Technology, along with the existing Administration Office, directly under the office of the Secretary. There would be four divisions instead of five; Community Development Division, Industrial Development Division, Travel, Tourism and Film Services Division and Small Business Development Division. This would involve re-assignment of three people along with two added positions of a director and a secretary. The block grant program will be adding an additional field representative and there might be one or two others as the proposed reorganization evolves.

Mr. Swartz stated that the budget for the Department is between three and four million dollars. The Department's fiscal analyst will get some figures to the Chairman in the near future.

The Chairman thanked Secretary Swartz for appearing before the Committee. He stated that representatives from the Department of Transportation will be here tomorrow to give the follow-up report as requested last year. Meetings may last longer next week because of Post Audit reports that will be given on the Department of Human Resources.

As there were no further questions or comments, the meeting was adjourned at 10:25 a.m.



LEGISLATIVE PROPOSAL

KANSAS DEPARTMENT OF ECONOMIC DEVELOPMENT

KANSAS! TOO!

Volume 1,
Number 1
January, 1984



*Happy
123rd Birthday
Kansas!*





Governor John Carlin

Dear Kansas Students:

I hope you enjoy reading KANSAS TOO!
Through this magazine you will learn about the products, landmarks, history and the citizens that make this state so important.

You are the future leaders of Kansas and it is important for you to learn as much about the state as possible.

Good luck to all of you,

Governor John Carlin



Volume 1, Number 1 January, 1984

Published by the staff of the popular KANSAS! Magazine,
KANSAS TOO! is a newsletter about Kansas for students.

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Topeka, KS, 66603.

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Cover: The Kansas state animal is the buffalo.

Inside cover: The State Capitol in the summer. Photograph by Dick Herpich.

THE KANSAS STATE CAPITOL

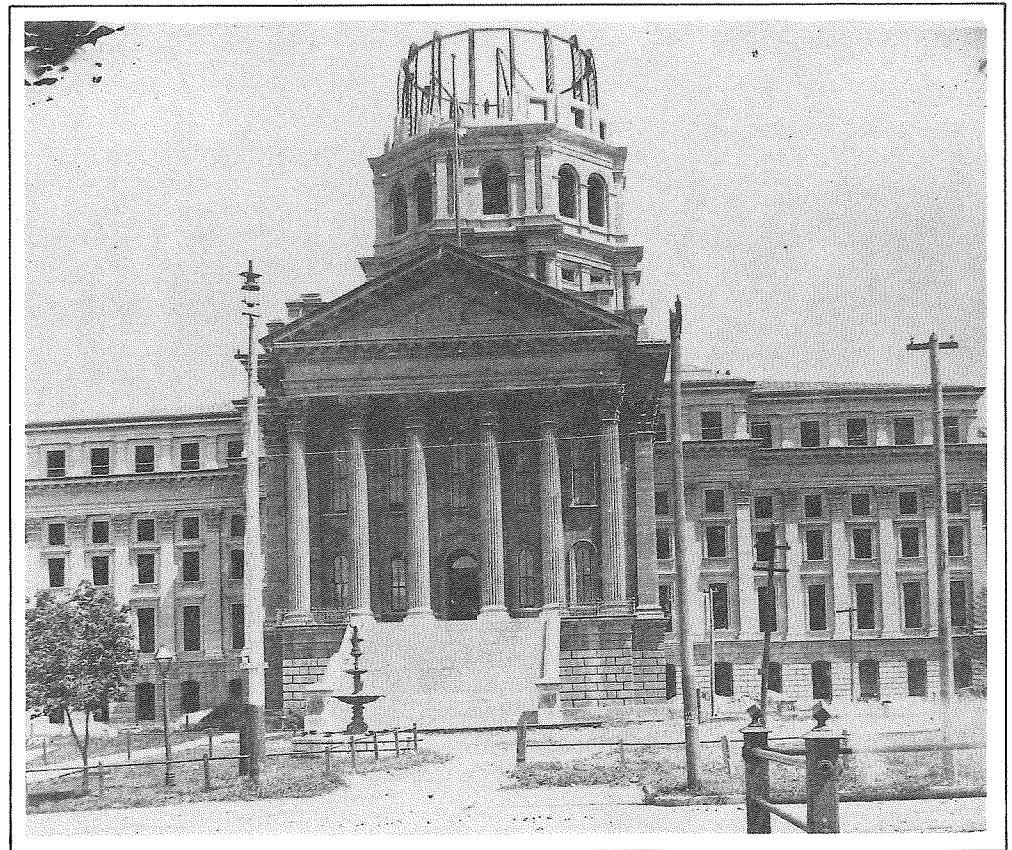
On January 29, 1861, Kansas became the 34th state. Topeka was selected as the capital city. The first plans for the statehouse were to use sandstone from the bluffs along Deer Creek in Shawnee County. The first winter was so cold that much of the stone crumbled. It was replaced by limestone from Geary County.

The Capitol was built in separate buildings. Then, the center was constructed to tie these buildings together. The copper dome was added last.

When the Capitol was built it was not in a city but on the edge of a prairie. The builders built a stone fence around it to protect it from cows and other animals.

The building was finally completed in 1903. It had taken 37 years to build.

Visit the Capitol when you are in Topeka.



The Senate Chamber and the House of Representatives are on the third floor of the statehouse. Men and women elected to represent each county meet in these rooms to make the laws and regulations for the state. The sessions start each year in January. You can visit these chambers when you come to the State Capitol.

The Kansas Senate Chamber

The Senate Chamber is one of the finest in the United States. It was decorated at a cost of \$300,000 in 1873. The senators' desks and chairs are made from native Kansas woods. Marble and copper were also used to decorate this room.

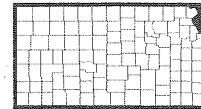


The House of Representatives

Marble in the House of Representatives is from Tennessee. This chamber is beautiful but not as elaborate as the Senate Chamber. The stand where the Speaker of the House sits is made of walnut decorated with handcarved urns of solid walnut.

Who are the representatives from your county that meet in these rooms?

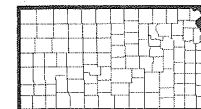
Do You Know These KANSAS FACTS?



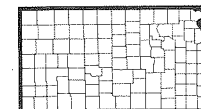
The first licensed radio station in Kansas was WBL in Anthony in 1921.



The first fully trained woman dentist in the world was Lucy Hobbs Taylor. She graduated from The Ohio College of Dental Surgery in 1866 and practiced in Lawrence until her retirement in 1927.



The first chartered bank in Kansas was in Leavenworth.



In 1903, the sunflower became the official state flower. It was a good choice. The pioneers wrote about seeing the sunflower along the trails. The flower always faces the sun. The blossoms will face the east in the morning and the west in the afternoon.



THE KANSAS FLAG

Have you ever looked at the Kansas Flag flying at your school and wondered when it was designed? The Great Seal of Kansas in the center of the flag was adopted by the Kansas Legislature in May, 1861. Look at the design carefully. You will see a prairie landscape, a farmer, and a herd of buffalo being chased by Indian hunters. The log cabin and wagon train along with the steamboat illustrate Kansas in 1861.

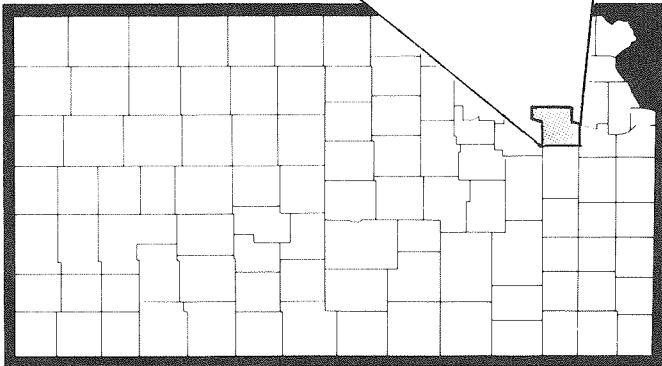
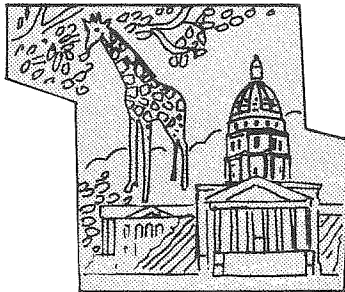
The 34 stars stand for Kansas being the 34th state to join the United States of America. The motto on the seal is "Ad Astra per Aspera," which means "To The Stars Through Difficulty."

In 1927, the Legislature added the Seal to a field of blue to make the flag. Then, in 1961 the word Kansas and the sunflower were added to make the flag our state has today.

KANSAS COUNTIES

In each issue of *Kansas Too!* we will feature one of the 105 counties of the state. Shawnee County is being featured in this issue because the capital city, Topeka, is in this county.

SHAWNEE COUNTY



County Seat—Topeka

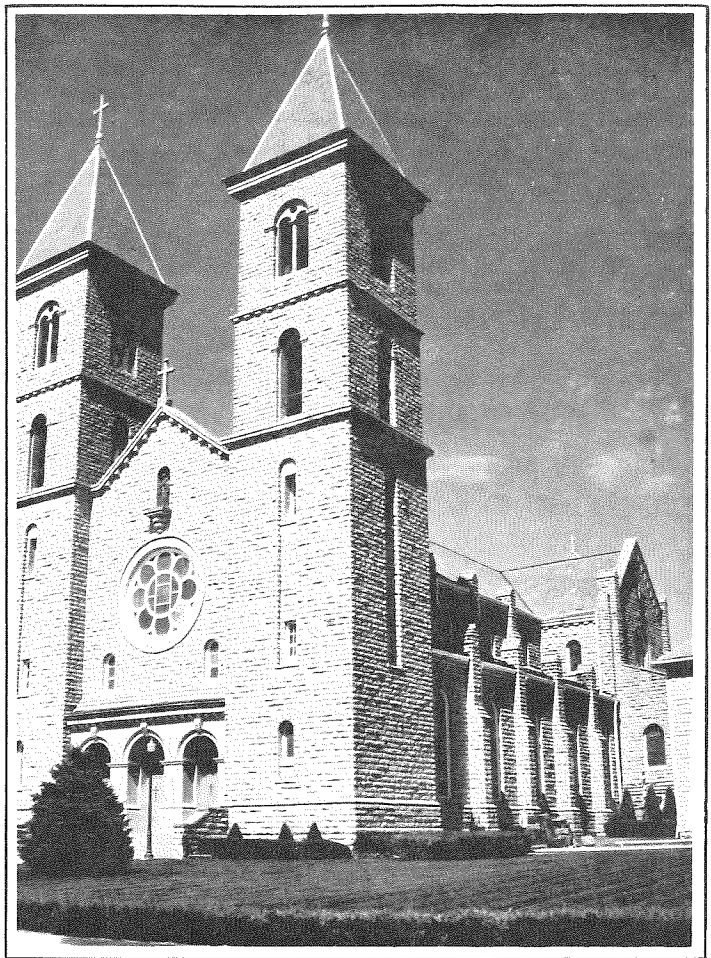
License Designation—SN

Known For—Menninger Foundation
Topeka's World Famous Zoo
State Historical Museum
State Capitol
Washburn University

Population Rank in State—3rd

Location—Northeast Section

Industry—Goodyear, Hallmark,
Santa Fe Railroad, Frito-Lay,
General Foods Corp., Hill's
Pet Products, Inc.



WHERE IS THIS?

This big church is known as "The Cathedral of the Plains" and was built around 1908. Each member had to furnish six loads of stone and \$45. The two towers are 141 feet high and can be seen from a great distance. Many of the statues inside the cathedral are from Germany. Do you know where it is?

Answer: St. Fidelis Church in Victoria
in Ellis County.

Each issue of *Kansas Too!* will feature a well known landmark of the state. We hope you will know where it is. If you do not, the answer will be at the bottom of the page. Visit these landmarks.

KANSAS GROWS POPCORN

Popcorn is truly an American food. When Columbus arrived in the New World, he found the Indians eating popcorn. Kansas ranks as one of the top ten popcorn producing states. Most of the popcorn is grown in the southwestern part of the state.

Popcorn is a healthy snack. It is high in carbohydrates and low in calories.

Ninety percent of the popcorn produced in Kansas is yellow corn. Look at the label on the popcorn you buy and buy Kansas grown corn.

Remember, when you eat popcorn on these cold winter evenings that families across the United States are enjoying Kansas popcorn.

Write to us if your family raises popcorn to sell. We would like to hear from you.



KANSAS KIDS



Brent Hartwich

MEET BRENT HARTWICH

Brent Hartwich is a busy 4th grader at Onaga Grade School in Pottawatomie County. He lives on a farm with his parents, Lynn and Patricia Hartwich, and his 3-year-old brother.

He rides eight miles to school on the bus each day. Brent helps feed and milk the cows in their dairy herd. During harvest he rides the combine and goes with his dad to take grain to the elevator. They raise wheat, oats, milo, corn, soybeans and cattle.

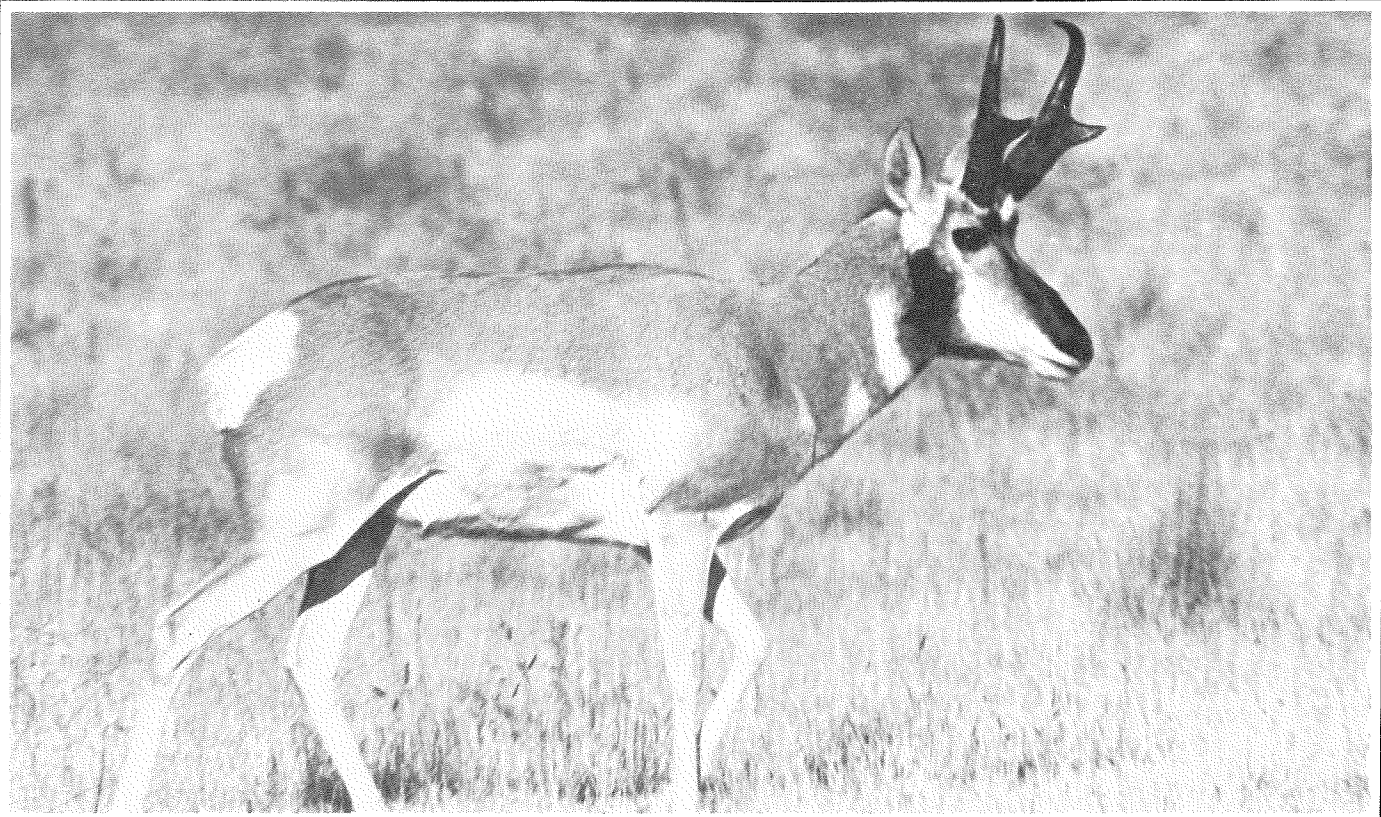
His favorite activities are fishing and target shooting at Rock Springs 4-H Camp. He also likes working on computer programs.

*We will tell about Kansas students in each issue of **KANSAS TOO!** Write to us about you.*

PRONGHORN ANTELOPE

Our state song, "Home on the Range," mentions antelope which at one time did indeed roam the plains. Did you know that antelope were almost extinct in Kansas during the days of the pioneers? They were restocked in our state by the Kansas Fish and Game Commission from herds in Wyoming.

The Pronghorn Antelope is one of the fastest animals in North America. It can run 50 miles an hour or faster. Antelopes never jump over a fence. They will crawl under or look for an opening. Antelope do not live everywhere in Kansas. Write to us and let us know if you have seen antelope in your county.



PHOTOGRAPH COURTESY OF KANSAS FISH AND GAME COMMISSION

Pronghorn antelope

KANSAS FISH AND GAME COMMISSION

One of the great assets of this state is its wildlife. Besides deer there are bobcats, ducks, pheasants and the list could fill this entire page.

Much of this is possible because the Kansas Fish and Game Commission

was established in 1906. They have 270 employees that work all over the state. This agency is supported by money from hunting and fishing licenses. No tax money is used. We will have more about their work in other issues.

KANSAS QUIZ

After you have read this issue, test yourself by answering these questions. If you do not know the answers, go back to the articles and find them. Good luck.

1. Who is our Governor? _____
2. What is the name of the Governor's house? _____
3. How old is Kansas? _____
4. Where is the Cathedral of the Plains? _____
5. Where is the state capitol? _____
6. How many stars are on the official state flag? _____
7. How many years did it take to build the capitol? _____
8. In what year did Kansas become part of the Union? _____
9. How many counties are there in Kansas? _____
10. Where can you see elk in Kansas? _____
11. The Fish and Game Commission was established in _____
12. The Maxwell Game Preserve has _____ acres.

IN THE OLDEN DAYS...

- 1886** Buffalo meat cost 15¢ a pound in Dodge City. Ten years earlier it cost 3¢ a pound.
- 1887** Natural gas was struck at Ottawa.
- 1900** 90% of the apple seedlings used in the United States were grown near Topeka. 800 acres produced 60 million seedlings in 1900.
- 1901** Two men from Wichita bought 120,000 acres in Meade Co. for \$20,000.
- 1908** A touring car made by Smith Company of Topeka was the first car to reach the top of Pikes Peak in a heavy snowstorm.

CEDAR CREST-the Governor's House



*Call Cedar Crest
at (913) 296-3636
and you can
arrange a special
tour of the
governor's official
residence.*

The people of Kansas furnish a house for the governor and his family. It is called Cedar Crest. It was given to the state by the people who used to own the house. The cost of having a special house for the governor is paid for by taxes from the people of Kansas.

When you are near Topeka drive by this beautiful house. It is west of the city and you can see it from I-70. Governor and Mrs. John Carlin live in the Governor's Mansion now. Maybe you will some day.



Elk at Maxwell Game Preserve near McPherson. Photograph by Kent Stucky.

These elk are on the Maxwell Game Preserve near Canton in McPherson County. You can also see elk in the Cimarron National Grasslands in Morton County.

In the early days of Kansas elk were very common. They would have completely disappeared from the state if we did not have game preserves. Elk do not like to live around humans. The only way we can keep them in the state is to let them roam free but protected on game preserves.

Outdoor Guide to Kansas "Land of Ah's"

If you would like further information on the contents of this brochure contact the appropriate agency:

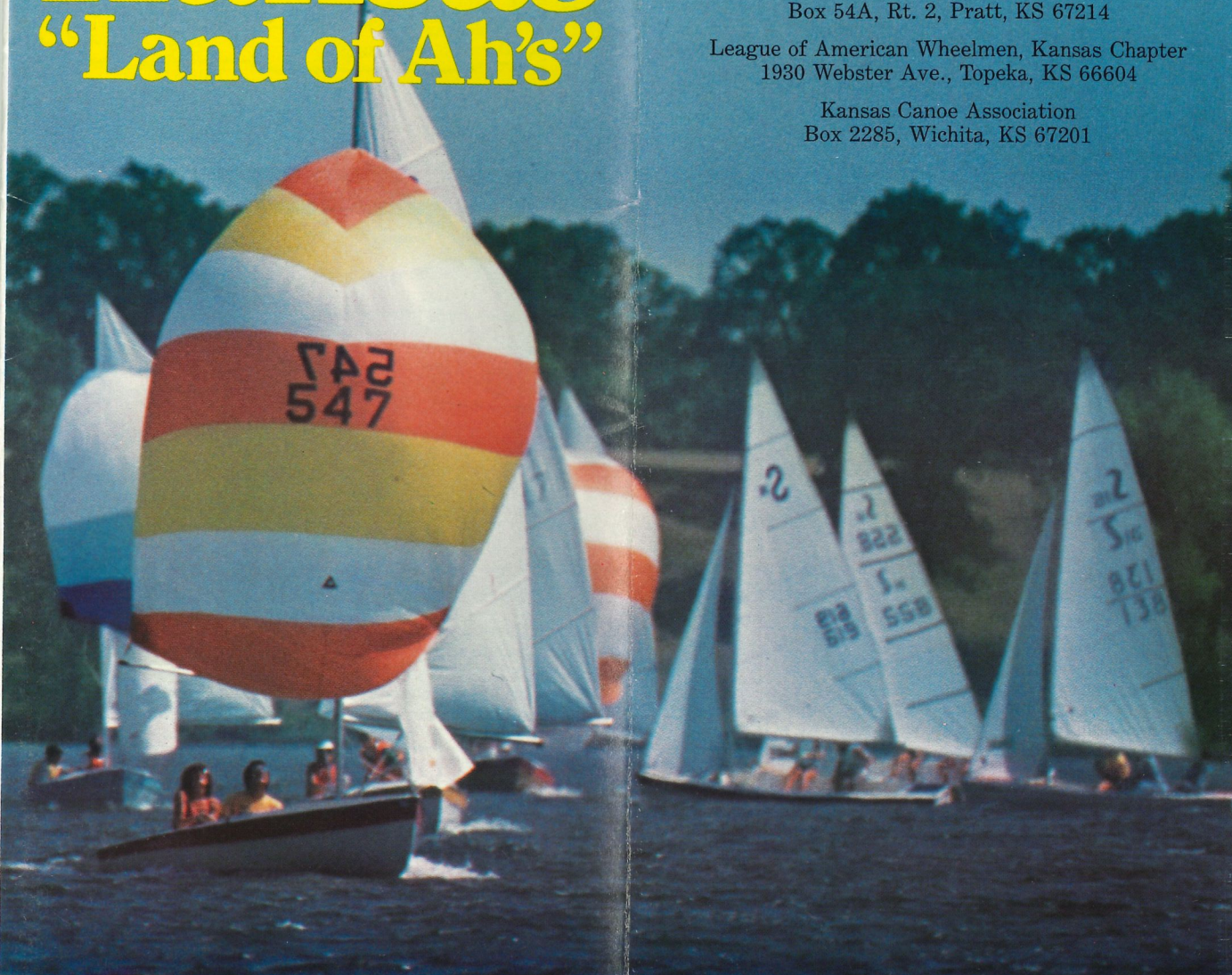
Kansas Department of Economic Development
Travel & Tourism Division
503 Kansas, 6th floor, Topeka, KS 66603
913-296-2009

Kansas State Park and Resources Authority
503 Kansas Avenue, P.O. Box 977, Topeka, KS 66601
913-296-2281

Kansas Fish and Game Commission
Box 54A, Rt. 2, Pratt, KS 67214

League of American Wheelmen, Kansas Chapter
1930 Webster Ave., Topeka, KS 66604

Kansas Canoe Association
Box 2285, Wichita, KS 67201



Enjoy the Natural Ah's of Kansas

Come to Kansas and discover an outdoor vacation at the rainbow's end. It's a pot of gold filled with woods, rolling hills, amber meadows, unspoiled prairies and plains. It is a landscape crisscrossed with ponds, streams, lakes, rivers and immense reservoirs that yield some of the finest sport fishing and

hunting in America.

Whatever you want from your outdoor vacation, it's right here in Kansas. Throughout the state are 22 state park and recreational areas, 21 federal reservoirs, and literally thousands of city and county parks and lakes. There are also over 100 privately owned and

operated campsites which are located on lakes or streams and provide facilities for fishing, swimming, boating, picnicking, hiking and all types of outdoor recreation. Depending on your own personal preference, you can travel with all the luxuries of home or rough it as ruggedly as the pioneers

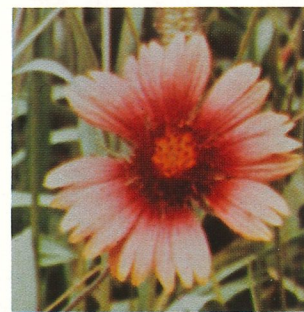
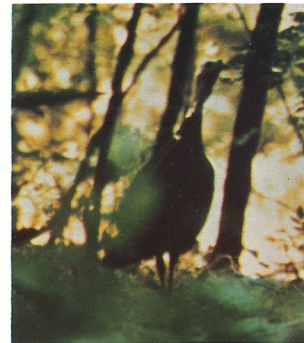
and plainsmen who settled this great land.

Prehistoric Indian ruins, geological wonders, flowering prairies and herds of buffalo are scattered across the scenic FOOTHILLS, HEART and PLAINS of the "Land of Ah's." Explore Kansas' outdoors with its exciting rainbow of vacation activities.



GENE BREHM

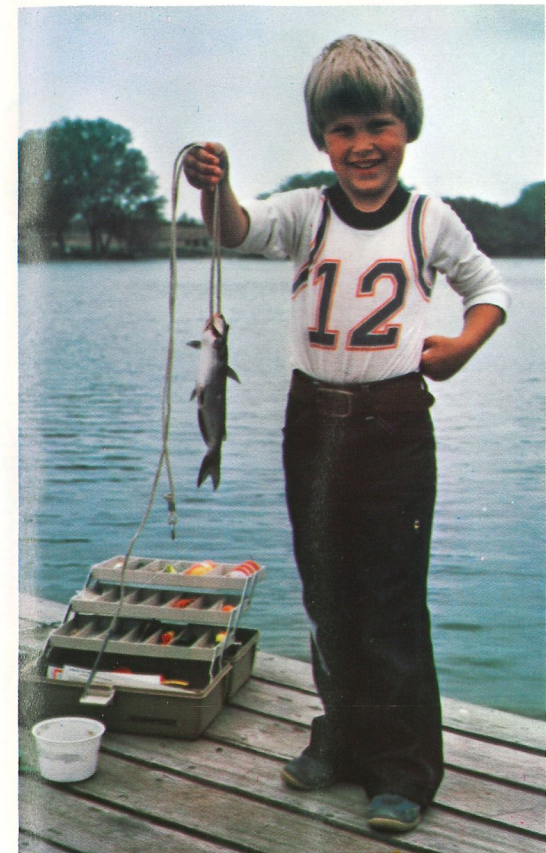
COVER: BERN KETCHUM



CHILDREN OF THE VILLAGES, INC.



MRS. G.V. SAMPSON

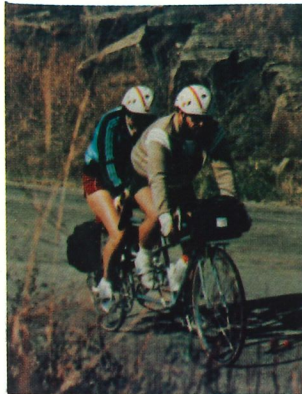


RON SPOMER

Hiking & Biking

Nature trails, hiking paths and bicycling routes add to the Kansas landscape and variety of outdoor recreation at most state parks. The 32-mile General Walt Trail, one of the longest in the state, is a part of the FOOTHILLS. The Elk River Trails wind through a scenic area near Independence, while Wyandotte County has an unusual trail that runs through a 20 acre wildlife preserve. The Woodard Nature Trail through open prairie and the rustic trails

in the Sand Hills, are located in the HEART of Kansas. The Smoky River valley which meanders through the PLAINS can be enjoyed from the Cedar Bluff Trails. Within these same areas are quality paved county roads which are ideal for recreational bicycling. Biking clubs schedule a variety of events throughout the year.

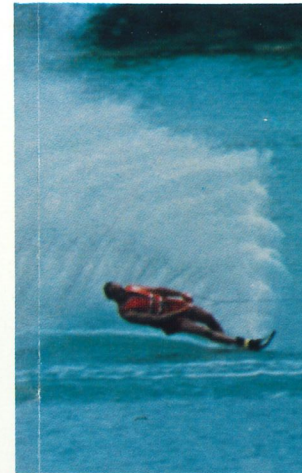


P.R. GILMAN

Water Sports

Water lovers make a splash in Kansas with its flow of nearly 364,000 surface acres of recreational waterways and over 60,000 lakes and ponds. You'll find ideal conditions for your favorite water sports in a wide variety of beautiful settings just a short walk from your lodging.

Many of the larger lakes offer swimming beaches with bathhouses, boat launching ramp lanes, electrical hook-ups, boat rentals, marinas and RV dumping stations. Ski clubs and sailing clubs add colorful excitement with competitions and exhibitions which are



JEFF SEIBEL

enjoyed by both observers and skilled enthusiasts. Some of these private facilities are available to those who are not members for a small fee.

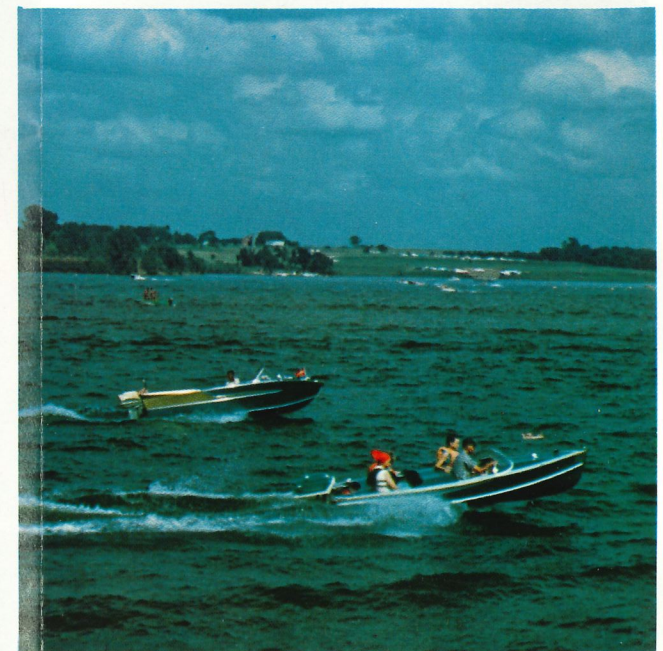
Accented by accessibility and uncrowded conditions, these massive expanses of water are becoming more and more popular among those who enjoy all water sports. Skiing, sailing, fishing, rowing, canoeing and simply relaxing on the beach are wonderful ways to augment any outdoor vacation.



Flying

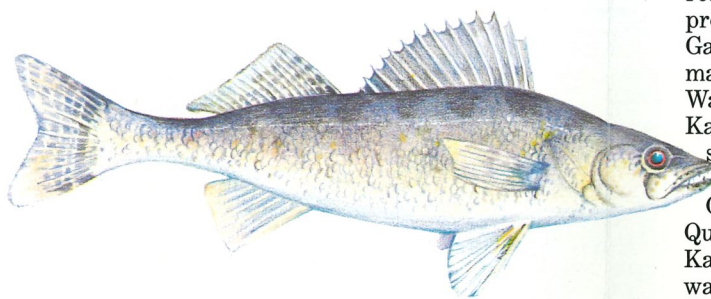
The wide open skies of Kansas and the constant breezes provide just the right mixture for flying enthusiasts. Kansas public and private airports provide easy access to outdoor activities and facilities. Balloonists frequently stage rallies throughout the year, along with other

festivities, and some offer rides to the public. Hang gliders love the Kansas mixture of canyons and steep hills with few trees. Even those who are not so adventurous can thrill to see others soar along the wind currents and catch the drafts in exuberant flight.



LENORE FRENCH

Fish Tales Come True

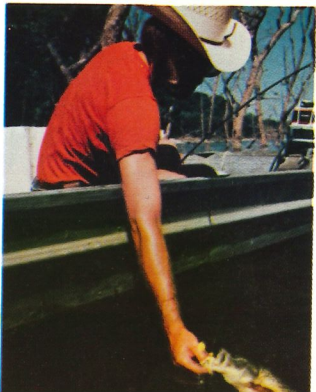


The fishing is great in Kansas. A large variety of species can be found in lakes and reservoirs as well as in streams and creeks. Native Kansas fish such as white bass, walleye, crappie, channel catfish

and largemouth bass abound. Striped bass, northern pike and rainbow trout have been introduced to Kansas and are now thriving, helping to create some of the best fishing in the nation.



KS FISH & GAME



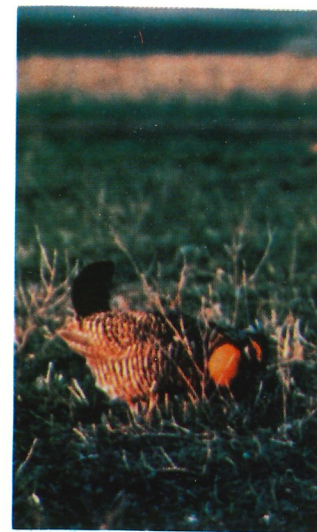
GENE BREHM

Wildlife &

The once plentiful, but now rare, American buffalo roam several state game preserves. The Maxwell Game Refuge near Canton maintains over 200 head. Waterfowl are abundant in Kansas as most of the state is in the Central Waterfowl Flyway.

Cheyenne Bottoms and Quivira, in the HEART of Kansas, are two major waterfowl stopping areas along the route. In addition to thousands of ducks, these areas host sandhill and whooping cranes, white pelicans, a myriad of shorebirds and a variety of nongame species.

Even more plentiful are the 2,000 varieties of plants which grow wild in Kansas. These Natural Ah's are preserved in areas such as Cimarron National Grasslands near Elkhart in the southwest of the PLAINS. In this same



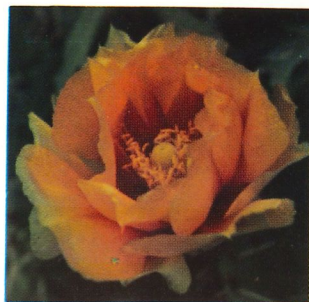
KS FARM BUREAU

region, the tiny, but beautiful, Easter daisy peeks out from among clumps of grass. The forested slopes of the FOOTHILLS are home to mayapples and Dutchman's breeches. The sun-drenched HEART is strewn with Fremont's clematis and evening primrose. Everywhere there are the beautiful, towering sunflowers.



KS FISH & GAME

Wildflowers



H. WILLIS



G.V. SAMPSON



Canoe Trails

The Kansas, Arkansas, Marais des Cygnes, Smoky Hill, Fall and Blue Rivers all offer the opportunity to travel the inland rivers by canoe. Ten specific routes with complete information have been prepared by the Kansas Canoe Association in cooperation with the Kansas Park & Resources Authority. Located

throughout the state, these canoe trails provide a wide variety of skill levels and camping opportunities. Quietly enjoy views of the raccoon, muskrat, sandhill crane, and other migratory birds, as well as reptiles and fish as you follow the paths of wilderness pioneers and furtrappers.

Kansas River

Section 1 - K-77 Bridge, Republican River to the Kaw River access ramp - U.S. Hwy 24 east of Manhattan.
Section 2 - Kaw River access ramp near Hwy 24 east of Manhattan to the Topeka access.
Section 3 - Kaw River access ramp near I-70 at Topeka to Burcham Park at Lawrence.

Marais des Cygnes River

Section 1 - Miami County State Lake to LaCygne, Kansas.
Section 2 - LaCygne, Kansas, to Marais des Cygnes Waterfowl Management Area.

Arkansas River

Section 1 - Raymond to Sterling.
Section 2 - Sterling to Hutchinson.

Little Blue & Big Blue Rivers

Marshall - Washington County line to Irving Bridge.

Fall River

Hwy K-99 Bridge to Climax boat ramp.

Smoky Hill River

20 miles west to 4 miles southeast of Kanopolis, Kansas.

Kansas State Fishing Lakes, Recreational Areas & Facilities

STATE LAKE/MAP KEY	Boat Rental	Boat Ramps	Swimming	Camping	Picnic Areas	Drinking Water	Trailer Park & Pads	Electric Hookups	Dump Station	STATE PARK/MAP KEY	Boat Rental	Boat Ramps	Swimming	Camping	Picnic Areas	Drinking Water	Trailer Park & Pads	Electric Hookups	Dump Station	
1 Cimarron National Grasslands Fishing Pits (F-2)				•	•					25 Big Hill Wildlife Area (F-11)										
2 Clark (F-5)		•		•	•	•				26 Bourbon (E-12)		•		•	•	•				
3 Finney Sandpits (E-3)				•	•					27 Brown (B-11)		•		•	•					
4 Hain (E-5)				•						28 Butler (F-10)		•		•	•	•				
5 Hodgeman (E-5)				•	•					29 Chase (D-10)		•	•	•	•	•				
6 Kiowa (F-6)		•		•	•	•				30 Crawford (E-12)	•	•	•	•	•	•	•	•	•	•
7 Meade (F-4)		•	•	•	•	•	•	•		31 Douglas (D-12)	•	•		•	•	•				
8 Rooks (B-6)		•		•	•					32 Leavenworth (C-12)	•	•		•	•	•				•
9 St. Francis GMA Sandpit (B-2)		•		•	•	•				33 Lyon (D-10)		•	•	•	•	•				
10 Scott (D-3)		•	•	•	•	•	•	•		34 Marais des Cygnes Wildlife Area (E-12)		•		•	•					
11 Sheridan (C-4)		•		•	•	•				35 Miami (D-12)		•		•	•					
12 Sherman (C-2)		•		•	•	•				36 Mined Land Strip Pits (E-12 through F-12)		•		•	•					
13 Barber (F-7)				•						37 Montgomery (F-11)	•	•	•	•	•					
14 Cowley (G-9)		•	•	•	•	•				38 Nebo (B-11)		•		•	•					
15 Geary (C-9)		•		•	•	•	•			39 Nemaha (B-10)		•		•	•	•				
16 Jewell (B-7)		•		•	•	•				40 Neosho (F-12)		•		•	•	•	•			•
17 Kingman (F-7)		•		•	•	•				41 Neosho Wildlife Area (F-12)		•								
18 McPherson (D-8)		•		•	•	•				42 Osage (C-11)	•	•		•	•	•				
19 Ottawa (C-8)		•	•	•	•	•	•	•		43 Polk Daniels (F-10)		•		•	•					
20 Pratt Backwater Channels (F-6)				•	•					44 Pottawatomie No 1 (B-10)		•		•	•	•				
21 Saline (C-8)		•		•	•	•				45 Pottawatomie No 2 (C-10)	•	•		•	•	•				
22 Texas (F-6)				•						46 Shawnee (C-11)		•		•	•	•				
23 Washington (B-9)		•		•	•	•	•			47 Wilson (E-11)		•		•	•					
24 Atchison (B-11)		•		•	•	•				48 Woodson (E-11)		•		•	•	•	•			•

Plains of Ah's

Heart of Ah's

Foothills of Ah's

Kansas State Park Recreational Areas

Kansas' **FOOTHILLS** are home to nine Kansas state parks. **Perry**, **Pomona** and **Clinton** are popular because of their proximity to several metropolitan areas including greater Kansas City. **Melvern** is special because it provides facilities, including courtesy docks, which allow the handicapped to enjoy more outdoor life. **Tuttle Creek** holds the state record for most shoreline. It's nearness to a State University makes it a favorite of college students. The southern part of this area is accented by many wild, flowering trees. **Elk City** provides a complete trail system for the hiker or backpacker, while **Crawford** is home to a federal fish hatchery which is open to tours. A little farther west, **Toronto** and **Fall River** are surrounded by oak and pine covered hills in an area once inhabited by prehistoric Indians, as evidenced by local cave petroglyphs.

Located in the **HEART** of Kansas is the most rustic of the state parks. The Natural Arch's of the state is preserved in **Sand Hills'** 960 acres. Representative of the sand dune region of the

Arkansas River Valley, activities are limited to hiking, birdwatching and similar pursuits. **Lovewell**, however, is well developed and provides boating, picnicking swimming and facilities for a wide range of other sports. The state's largest park, **El Dorado**, is continually being developed with more features and facilities. **Cheney** is located near the largest city in the state, Wichita. It has a privately operated sailboat marina available for park patrons. **Wilson** is a unique area of deep canyons, steep hills and natural sand beaches along the shores of its lake.

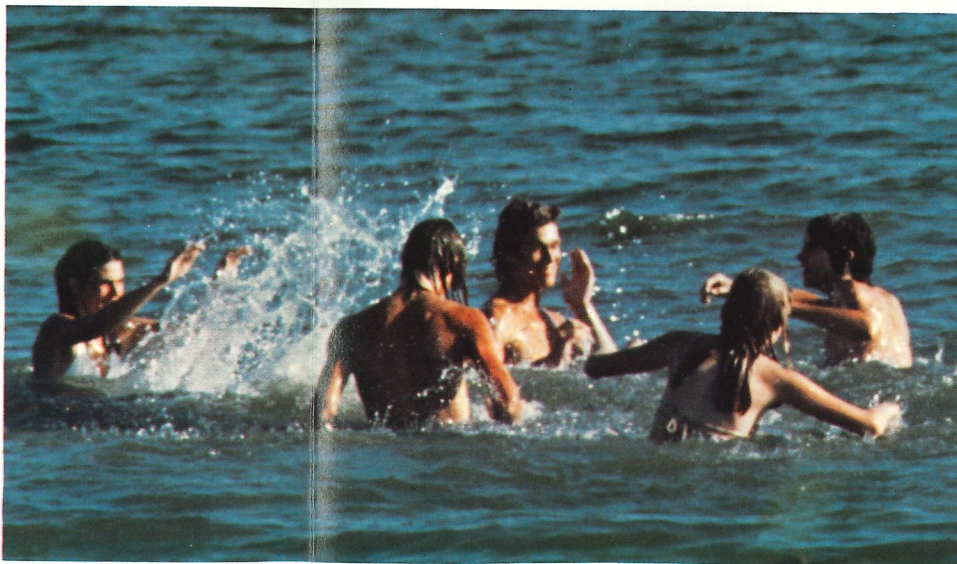
Kanopolis includes Buffalo Track Canyon Trail with its visible remnants of the once vast herds and the caves used as homes by early settlers. **Milford**, adjacent to the state's largest man-made lake, comes alive on the Fourth of July with its annual Sundown Salute.

On the western **PLAINS** of Kansas are Cedar Bluff, Prairie Dog, Webster, Scott and Meade State Parks. **Cedar Bluff** is well developed for the outdoor-oriented family and offers a commanding view of the Smoky Hill River valley. There is also a marked nature trail highlighting

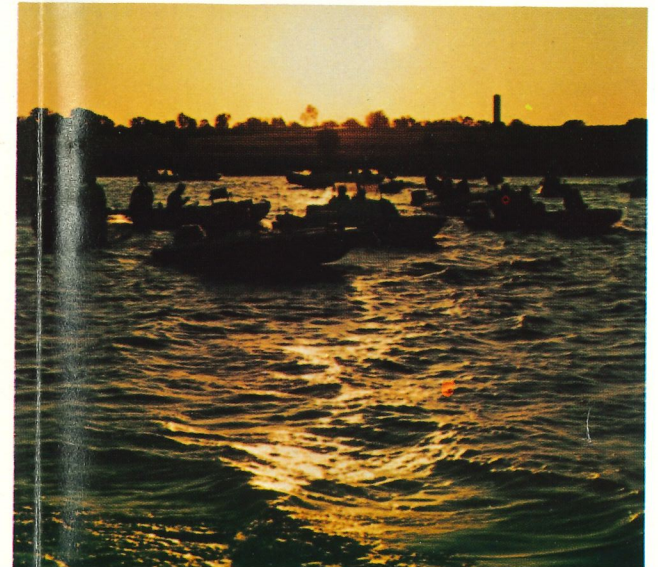
the native flowers and plants of the short grass prairie. **Prairie Dog** is rated as one of the leading fishing lakes in the state and provides prime hunting for pheasant and prairie chicken in season. **Webster** is located near Twin Mounds and Sugar Loaf Mound which played a role during the Kansas pioneer days. They were used by the Indians as lookout points and signaling stations as pioneers and railroads made their way across the land. **Meade** is an especially fun park to visit because it is near the hideout of the once notorious Dalton Gang,

while **Scott** is a beautiful area of deep canyons and craggy bluffs. Its wildlife sanctuary and national historic site, El Cuartelejo

Ruins, make for enjoyable hikes or excursions and has a special appeal to amateur and professional archeologists.



RON WELCH



Kansas State Parks, Federal Lakes, Recreational Areas & Facilities

Aviation Annex

STATE PARK/MAP KEY	Park Land Acres	Number of Areas	Sewer, Water, and Electrical Hookups (B)	Electrical only (B)	Bathroom & Beach	Boat Ramp Lanes	Courtesy Docks	Boating	Boat Rental	Marina	Dumping Station	Trails	Historic Landmark	Motel Nearby	Heading	Direction	Distance (In Nautical Miles)	AIRPORT*
Cedar Bluff (D-5)	1715	2	10	81	●	13	2	●			2	●	●		141	SSE	15	Wakeeney
Cheney (E-8)	2495	3		165	●	20	1	●	●	●	2	●		●	280	W	18	Wichita Mid-Continent
Crawford (F-12)	439	1		60	●	2	2	(C)	●	●	1		●	●	184	S	10	Ft. Scott
El Dorado (E-9)	3800	4	8	208	●	16	4	●	●	●	3			●	023	NE	5	El Dorado
Glen Elder (B-7)	1350	1		140	(D)	4	2	●	●	●	2			●	272	W	15	Beloit
Lovewell (A-7)	1126	2		63	●	4	1	●	●	●	1		●	●	050	NE	10	Mankato
Meade (F-4)	443	1		32	●	1	1	(E)			1			●	195	SSW	7	Meade
Prairie Dog Norton Reservoir (B-5)	1578	2		42	●	3	1	●			1		●	●	220	SW	1	Norton
Sand Hills (E-8)	960	1										●			281	NW	19	Hutchinson
Scott (D-3)	1120	1		60	●	1	1	(E)	●		1	●	●	●	345	NNW	12	Scott City
Webster (B-5)	880	2		60	●	4	1	●			1	●		●	186	S	20	Phillipsburg
Clinton (C-11)	1425	1		189	●	16	8	●	(F)	(F)	4	●		●	210	SSW	8	Lawrence
Elk City (F-11)	857	1		60	(D)	3	1	●			2	●		●	345	NNW	8	Independence
Fall River (F-10)	917	2		45	●	4	2	●			1			●	288	WNW	12	Fredonia
Kanopolis Mushroom Rock (D-8)	1585	3	15	94	●	5	3	●	●	●	2	●	●	●	119	SSE	15	Ellsworth
Melvorn (D-11)	1785	1		200	●	18	2	●	(F)	(F)	4			●	140	SE	7	Osage City
Milford (C-9)	1084	1	32	86	●	10	3	●	●	●	1	●		●	313	NNW	4	Junction City
Perry (C-11)	1679	2		87	●	10	3	●	(F)	(F)	1	●		●	070	ENE	10	Philip Billard
Pomona (D-11)	490	1	37	94	●	7	2	●	●	●	4			●	110	ESE	6	Pomona Lake
Toronto (E-11)	1050	3	15	47	●	6	2	●			1	●		●	274	W	21	Chanute
Tuttle Creek (B-10)	1156	4	12	143	●	11	3	●	●	●	3	●		●	023	NNE	7	Manhattan
Wilson (C-7)	788	1		104	●	3	1	●	●	●	1	●		●	152	SSE	4	Lucas
Big Hill (F-11)	1240	4		●		2		●	●		●				144	SSE	4	Tri-City
Council Grove (D-10)	597	5		62	●	7	1	●	●	●	●	●	●	●	084	E	15	Herington
John Redmond (D-11)	221	6	3		1	5	1	●			●				099	E	20	Emporia
Marion (D-9)	400	5		50	(D)	6	2	●			●				288	WNW	5	Marion
Kirwin (B-6)	60	6				1		●							105	ESE	10	Phillipsburg

Notes: (B) Available at extra charge (C) Limited times (D) Beach only (E) Fishing boats only (F) In non-state areas

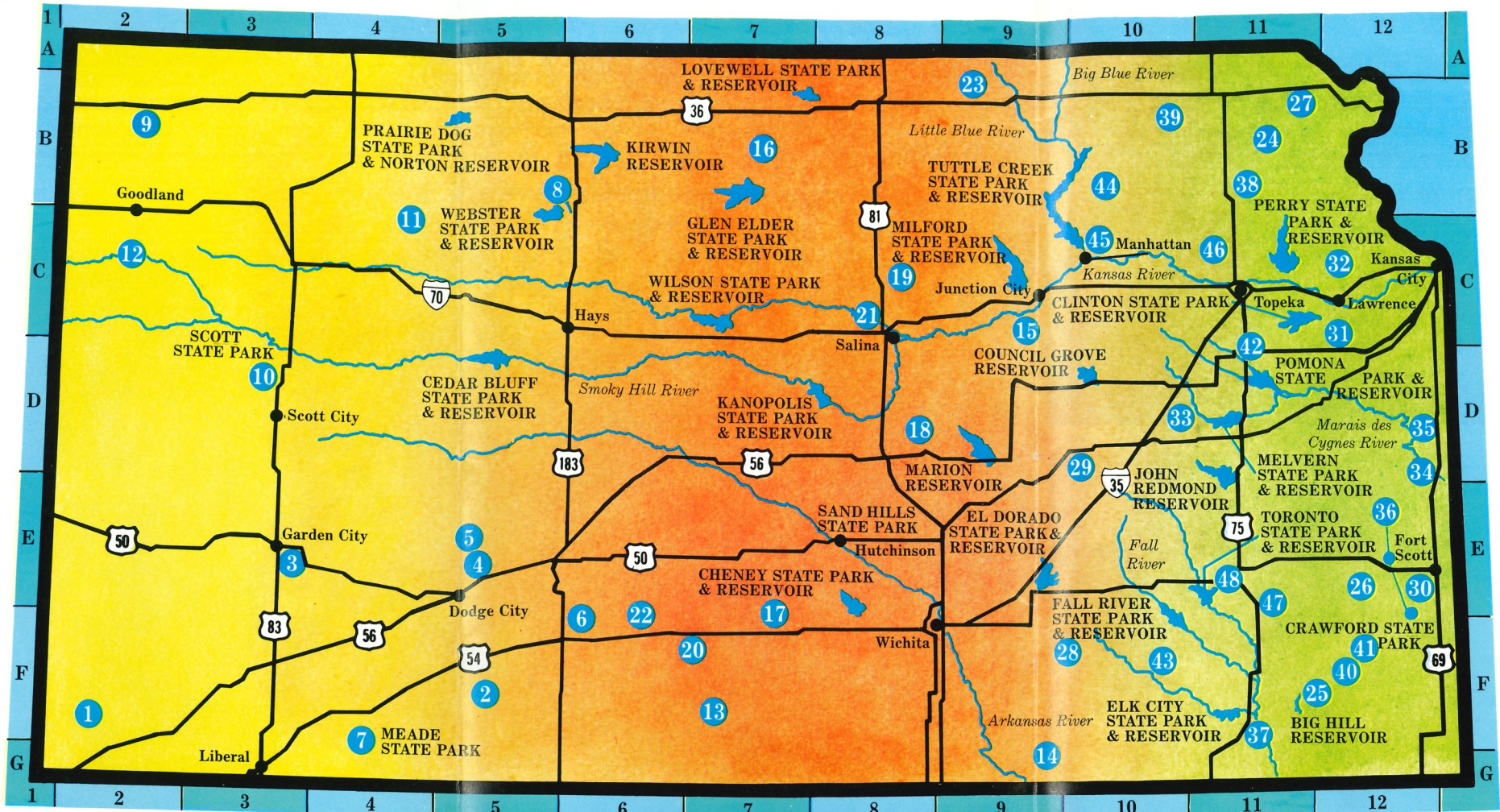
* Note: All directions are from indicated airports

Park Area(s) operated by Kansas Park and Resources Authority. Most facilities accessible to handicapped.

Information given pertaining solely to State Park Area. For information on Corp of Engineers public use area(s) at this lake contact: Army Corp of Engineers, Kansas City District, Public Affairs Office, 601 E. 12th Street, Kansas City, MO 64106 (816) 374-5241

Park Areas operated by Army Corp of Engineers. For information contact: Army Corp of Engineers, Tulsa District, USAED, Public Affairs Office, P.O. Box 61, Tulsa, OK 74121 (918) 581-7307

Park Area(s) operated by U.S. Fish and Game Wildlife Service



Fees

Daily Temporary Motor Vehicle Permit	\$ 2.00
Valid only in park where purchased; expires at 10 a.m. the following day.	
Annual Motor Vehicle Permit	15.00
For calendar year	
Second Car Permit	3.00
For additional vehicle of same owner	
Duplicate Permit	1.00
To replace lost, stolen or damaged Annual Motor Vehicle Permit	
Overnight Camping (per night-per unit)	2.00
Electricity, additional (per night-per unit)	2.00
Electricity, water and sewer, additional (per night-per unit)	3.00

Annual Camping Fee	25.00
For calendar year	
Duplicate	1.00
To replace lost, stolen or damaged Annual Camping Fee	
Additional charge for electricity or electricity, water and sewer applies.	

Regulations

1. A current motor vehicle permit is required for every motorized vehicle entering the state park.
2. Vehicles are permitted on improved roads and parking areas only.
3. Campers may stay in any one state park for up to 14 consecu-

tive days. Camping is available in designated areas and camping fees can be paid upon entry into the park.

4. Fires are allowed in fireplaces, firerings, and cooking grills.
5. Swimming is allowed at swimming beach areas.
6. Boating and fishing regulations can be obtained from the Kansas Fish and Game Commission, Box 54-A, Rt. 2, Pratt, Kansas 67124.
7. Pets are allowed if they are restrained on a hand-held leash.
8. Kansas parks are wonderful places for special events or gatherings. Please write for a written permit if you are planning a special event or if a group of 15 or more is to be served cereal malt or alcoholic beverages.

This summary highlights only a portion of the current regulations. For a complete listing of the State Park rules and regulations, contact a State Park Office or the Kansas Park and Resources Authority, 503 Kansas Avenue, P.O. Box 977, Topeka, Kansas 66601.



1985 Kansas EventFull Calendar

VOL. 1

JANUARY · FEBRUARY · MARCH · APRIL

1985

Fun For All In The "Land of Ah's"

Many special events are scheduled throughout Kansas in 1985. These include county fairs, rodeos, arts and crafts shows, theatrical productions, pageants, ethnic and music festivals and celebrations. The Kansas EventFull Calendar is available in three issues as follows: 1) January through April; 2) May through August; 3) September through December. We compile the Kansas EventFull Calendar three times a year to bring you as much up-to-date and accurate information as possible. Should you desire to submit information for the Calendar, please contact your area Chamber of Commerce, Convention and Visitors Bureau, Tourism Region or the Kansas

Travel & Tourism Division at (913) 296-2009.

Every effort has been made to insure the accuracy of the information in KDED's Calendars, but, because dates are subject to change, the local sponsor should be contacted before making final plans to attend.

We would like to encourage you to sample the wide variety of events in Kansas. For more specific information about traveling in Kansas or to receive any of the free brochures listed below, please contact the Kansas Department of Economic Development's Travel and Tourism Division, 503 Kansas Avenue, 6th Floor, Topeka, KS 66603 (913) 296-2009.

On-Going Events

JAN.-APR. WICHITA(SC)

WICHITA SYMPHONY ORCHESTRA, Century II Concert Hall. Jan. 12 & 13; Jan. 26-27; Feb. 9-10; March 2-3; March 30-31; April 13-14. Contact: (316) 267-7658.

WICHITA CHILDREN'S THEATRE, 300 N. Ohio. Jan. 11-13, "The Three Little Pigs"; March 1, "See-Saw"; April 12-14, "Peter Rabbit." Contact: (316) 262-2282

WICHITA WINGS INDOOR SOCCER, Kansas Coliseum. Contact: (316) 262-3545.

JAN.-APR. MEADE(SW):

MEADE CITY LIMITS JAMBOREE, Veterans Building. Country & folk music, 2 pm-12 am. Performances the first Sat. of each month. Pot-luck supper, 7 pm. Contact: (316) 873-2000.

YEAR ROUND WICHITA(SC):

OMNISPHERE EARTH-SPACE CENTER, 220 S. Main. Show times: Thurs., noon; Sat. & Sun., 2, 3 & 4 pm. Jan. 5-Feb. 24, "The Kansas Stars of Winter"; March 2-April 28, "The New Solar System—Revisited." Contact: (316) 268-4545.

CROWN UPTOWN DINNER THEATRE, 3207 E. Douglas. Dec. 27-Feb. 3, "Same Time Next Year"; Feb. 14-April 28, "Best Little Whorehouse in Texas." Performances Thurs.-Sun. Contact: (316) 681-1566

APR. 1-NOV. 1 COUNCIL GROVE(NE)

GUIDED HISTORIC TOUR, entire city. Guided tours on request of this historic Kansas community. Contact: (316) 767-5413

Visit Our New Tourist Information Center

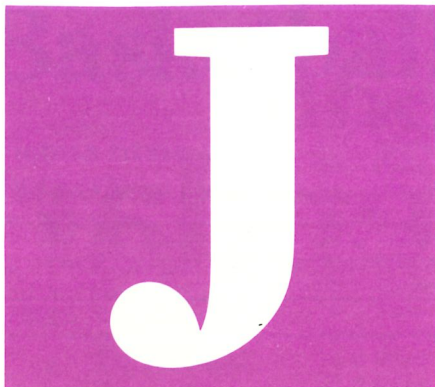
Ah! Kansas has recently opened its' third permanent tourist information center. The Kansas City Tourist Information Center located on I-70 near 72nd Street in Kansas City opened July 1, 1984 and is providing necessary assistance and hospitality to the westbound Kansas traveler. The Center is open year-round, seven days a week, 9 a.m. to 5 p.m.

The Travel and Tourism Division of the Kansas Department of Economic Development manages centers located in Kansas City, at the Statehouse in

Topeka and in the I-70 rest area about 10 miles west of Goodland. Additionally, a proposed center located on I-35 near South Haven will be considered by the 1985 Kansas Legislature.

We encourage you to stop at any of these centers for statewide information and assistance. Free soft drinks and coffee are provided for visitors by Kansas corporations at the Kansas City and Goodland Tourist Information Centers; while tours are provided of the Kansas Capitol and Judicial Center in Topeka.





JANUARY

JAN. 5 WICHITA(SC)

BARRY MANILOW IN CONCERT. Contact: (316) 755-1243.

JAN. 5-6 LINDSBORG(SC)

LINDSBORG ARTISTS' OPEN HOUSE, A CELEBRATION OF THE ARTS. Open house at local art studios, Sat., 10 am-5pm; Sun., 1-5 pm. Contact: (913) 227-3706.

JAN. 11-12 WICHITA(SC)

MODEL "A" SWAP MEET, Kansas Coliseum Pavillion. Contact: (316) 755-1243.

JAN. 11-13 WICHITA(SC)

WORLD-WIDE ANTIQUE SHOW, Cessna Activity Center, 2744 George Washington Blvd., Sat., 12-9 pm & Sun., 12-6 pm. Contact: (303) 750-8184.

JAN. 11-12 LIBERAL(SW)

KIWANIS CLASSIC BASKETBALL TOURNAMENT, SCCC Junior College. Mens and womens regional tournament. Contact: (316) 624-1951.

JAN. 12-14 TOPEKA(NE)

KANSAS TRAVEL SHOW, Topeka Municipal Auditorium. Display booths and entertainment featuring Kansas attractions and events. Contact: (913) 357-1824.

JAN. 13 WINFIELD(SC)

YURY BELOV, RUSSIAN MAGICIAN & ACTOR, Southwestern College, Messenger Recital Hall. Contact: (316) 221-4150 ext. 272.

JAN. 17 WELLINGTON(SC)

MUSICAL BROADWAY, "THERE'S NO BUSINESS LIKE SHOW BUSINESS!", Wellington Memorial Auditorium. Your favorite music from some of Broadway's best performed by 8 talented individuals. Thrilling choreography and captivating music. 7:30 pm. Contact: (316) 326-3303.

JAN. 17-19 DODGE CITY(SW)

TOURNAMENT OF CHAMPIONS, Dodge City Civic Center. High School basketball tournament featuring some of the finest athletes in western Kansas. Contact: (316) 225-1346.



JAN. 19 KANSAS CITY(NE)

SUSAN WARDEN DANCERS, KCKCC Performing Arts Center, 7250 State. One of the finest dance troupes in the Midwest offers a program of modern dance comprised of humorous, lyrical, dramatic & whimsical pieces. 7:30 pm. Contact: (913) 334-1100.

JAN. 20 EMPORIA(SC)

EXHIBIT OPENING: "BY A THOUSAND ARTIFICES," Lyon County Historical Museum, 118 East 6th. A pictorial study of Kansas agriculture in the 1920's, '30's, and '40's. Contact: (316) 342-0933.

JAN. 22 HAYS(NW)

PHOTOGRAPHY PRESENTATION: ARTHUR ROTHSTEIN, Memorial Union, Fort Hays State University. Arthur Rothstein, New York, is a nationally known photojournalist visiting to jury the "Quad-State Photography Exhibition." Contact: (913) 625-7522.

JAN. 25 TOPEKA(NE)

KANSAS DAY CELEBRATION, State Capitol Building. Kansas celebrates its 124th anniversary of statehood. Ceremony featuring Governor John Carlin, entertainment 10 am-2 pm, displays all through the Capitol building with all types of arts and crafts, several gift shop displays, aerospace display, Dorothy and her friends, showing of the "Wizard of Oz". Colleges and schools will also provide entertainment throughout the day. Contact: (913) 296-3966.

JANUARY 1985						
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JAN. 27 FT. LARNED(SW)

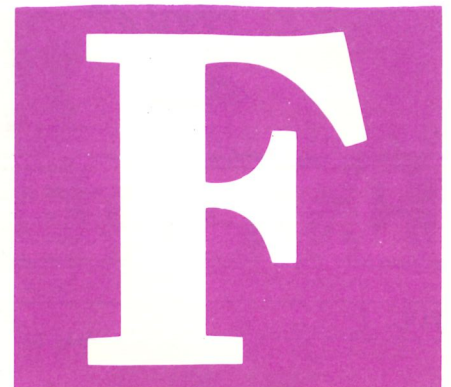
KANSAS DAY CELEBRATION, Santa Fe Trail Center. Free admission to museum, music on 1870 grand piano, 1:00 pm, dedication ceremony for new buffalo exhibition, 2:30 pm. Professor David Dary from Kansas University will be the guest speaker. Contact: (316) 285-2054.

JAN. 29 BIRD CITY(NW)

KANSAS DAY CELEBRATION, Bird City American Legion Hall. 54th Annual celebration of the state's birthday. State history displays, all-day activities, speakers, plays, decorations and style shops. Contact: (913) 734-2349, (913) 734-2621, or (913) 734-2689.

JAN. 31 KANSAS CITY(NE)

"THE ANT AND THE GRASSHOPPER," KCKCC Performing Arts Center, 7250 State Ave. The "Seem-To-Be-Players" re-tell Aesop's Fable of the frivolous grasshopper and steadfast ant. Contact: (913) 334-1100.



FEBRUARY

FEB. 2-3 LINDSBORG(SC)

LINDSBORG ARTISTS' OPEN HOUSE, A CELEBRATION OF THE ARTS. Open house at local art studios. Sat., 10 am-5 pm; Sun., 1-5 pm. Contact: (913) 227-3706.

FEB. 2-3 WICHITA(SC)

STATE ARCHERY SHOOT, Cessna Activity Center, 2744 George Washington Blvd. 11 am-5 pm. Contact: (316) 684-3971.

FEB. 2-28 HAYS(NW)

"QUAD-STATE PHOTOGRAPHY EXHIBITION," Hays Arts Council Gallery, 111 E. 11th. A show, juried by Arthur Rothstein, nationally known photojournalist from New York, showing the best in photography from Nebraska, Kansas, Oklahoma and Missouri. Contact: (913) 625-7522.

FEB. 7-10 WICHITA(SC)

WICHITA CHILDREN'S THEATRE, Century II Little Theatre. "You're A Good Man, Charlie Brown." Contact: (316) 262-2282.

FEB. 8-9 SALINA(NE)

SPECIAL OLYMPICS, Bicentennial Center, Sports activities for the handicapped. Contact: (913) 825-9178.

FEB. 9-10 ULYSSES(SW)

TWELFTH ANNUAL GUN, COIN, ANTIQUE AND CRAFT SHOW, Walker Auditorium, Grant County Civic Center, Approximately 75 exhibitors from 6-state area with over 200 displays, Sat., 9 am-7 pm; Sun., 9 am-5 pm. Contact: (316) 356-4920.



FEB. 9-17 KANSAS CITY(NE)

BLACK HISTORY TRIBUTE, KCKCC Performing Arts Center, 7250 State Ave. Recounts founding & struggle of AME Church and its impact on black culture in America. Contact: (913) 334-1100.

FEB. 11 HESSTON(SC)

THE KINGS SINGERS presented by Hesston Performing Arts, Hesston College, Yost Center. From England, this group is regarded by many as the finest vocal group in the world. They perform a variety of musical styles, classical, pop and jazz. 7:30 pm. Contact: (316) 327-4666.

FEBRUARY 1985

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FEB. 13-17 WICHITA(SC)

KANSAS SPORT, BOAT & TRAVEL SHOW, Century II. Wed.-Fri., 6-10:30 pm; Sat., noon-10:30 pm; Sun., noon-6 pm. Contact: (316) 264-9121.

FEB. 14 EMPORIA(SC)

CHAMELEON PUPPET THEATRE FOR CHILDREN, Brighton Hall, ESU Campus. "Brer Rabbit Tales," 4:15 pm; "Jack and the Beanstalk," 7:30 pm. Contact: (316) 343-6473.

FEB. 16-17 PHILLIPSBURG(NW)

GUN, ANTIQUE & COIN SHOW, National Guard Armory. Sat., 9 am-7 pm; Sun., 10 am-4 pm. Contact: (913) 543-5031.

FEB. 17-19 LIBERAL(SW)

INTERNATIONAL PANCAKE RACE. Women in Liberal race with women in Olney, England, in a traditional pancake race. Times and winners are determined by an international phone call. Contact: (316) 624-1106.

FEB. 19 & 26 EMPORIA(SC)

ESU THEATRE PRODUCTION OF SHAKESPEARE'S "HAMLET," Bruder Theatre, King Hall, ESU. Dramatic production of Shakespeare's greatest tragedy, 8:15 pm; Sunday, 2:00 pm. Contact: (316) 343-1200. Ext. 256.

FEB. 22-24 & 28 DODGE CITY(SW)

SPRING DINNER THEATRE, Boot Hill Museum. Dinner, 6:00 pm with play following. Contact: (316) 227-8188.

FEB. 22-24 TOPEKA(NE)

SHRINE CIRCUS, Topeka Municipal Auditorium. 3 ring circus. Contact: (913) 234-5656.

FREE Travel Information

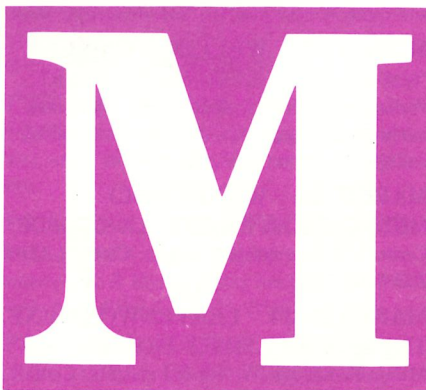
- Kansas Mini-Vacation Guide
- Outdoor Guide to Kansas
- Kansas Group Tour Guide
- Kansas Convention Facilities Guide
- Official Kansas State Highway Map

**Read All About It!
IN KANSAS! MAGAZINE**

KANSAS! is published quarterly in March, June, September and December by the Travel and Tourism Division of the Kansas Department of Economic Development as the official state magazine. Throughout the year, the full-color KANSAS! Magazine takes you on an unforgettable journey through the state's rich scenery. It also introduces you to many of Kansas' most colorful characters, escorts you to arts and crafts festivals, educates you about thriving Kansas businesses and allows you to capture and experience breathtaking Kansas sunsets.

A year's subscription is just \$6 making KANSAS! an ideal gift for family and friends.

Treat yourself to a Kansas vacation through the pages of KANSAS! Magazine.



MARCH

MARCH 1-2 LEAVENWORTH(NE)

"DRACULA—THE MUSICAL," Leavenworth Center for the Performing Arts, 5th & Delaware. 8 pm. Contact: (913) 682-5562.

MARCH 1-3 LAWRENCE(NE)

FIRST ANNUAL LAWRENCE BUSINESS EXPOSITION, Holiday Inn Holidome. Approximately 100 booths will be featured as well as seminars covering the theme of consumer affairs and small business. Fri., 7-9 pm; Sat., 9-4 pm; Sun., 10-4 pm. Contact: (913) 843-1320.

MARCH 1-3 WICHITA(SC)

CONTINENTAL ANTIQUE SHOW, Cessna Activity Center, 2744 George Washington Blvd. Contact: (316) 684-3971.

MARCH 2-3 LINDSBURG(SC)

LINDSBURG ARTISTS' OPEN HOUSE, A CELEBRATION OF THE ARTS. Open house at local art studios, Sat., 10 am-5 pm; Sun., 1-5 pm. Contact: (913) 227-3706.

MARCH 4 WELLINGTON(SC)

KANSAS CITY BALLET, Wellington Memorial Auditorium. 8 pm. Contact: (316) 326-3303.

MARCH 5-9 WICHITA(SC)

KANSAS BEEF EXPO, Kansas Coliseum. Contact: (316) 755-1243.

MARCH 6-10 WICHITA(SC)

WICHITA BOAT SHOW, Century II. Wed.-Fri., 6-10 pm; Sat., noon-10 pm; Sun., noon-6 pm. Contact: (316) 264-9121.

MARCH 8 LEAVENWORTH(NE)

INTERNATIONAL FASHION SHOW, Bell Hall, Eisenhower Auditorium, Fort Leavenworth. 7 pm. Contact: (913) 684-4051.

MARCH 8-10 LARNED(SW)

SIXTEENTH ANNUAL ANTIQUE SHOW AND SALE, National Guard Armory. Dealers from Kansas and the surrounding states display antiques for the pleasure and purchase of the public. Contact: (316) 285-6916.

MARCH 9-10 COLBY(NW)

COLBY'S GUN, COIN & ANTIQUE SHOW, Community Bldg. 25th Annual event featuring exhibitors from 13 states. Contact: (913) 462-3401.

MARCH 13-17 WICHITA (SC)

SESAME STREET LIVE, Kansas Coliseum. Contact: (316) 755-1243.

MARCH 1985

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MARCH

MARCH 15-16 MARION(SC)

SPRING FAIR, Marion City Bldg. and Valley United Methodist Church. Exhibits of lawn and garden equipment, solar heating systems, home furnishing, automotive equipment and more. 6-10 pm. Contact: (316) 382-3425 or (316) 382-2350.

MARCH 15-17 HUTCHINSON(SC)

HUTCHINSON SPRING EXPO, Kansas State Fairgrounds. Home and energy show. Trade expo for home & energy products, R.V. displays. Fri., noon-9 pm; Sat., 10 am-9 pm; Sun., 10 am-6 pm. Contact: (316) 662-3391.

MARCH 15-17 SALINA(NE)

AMBUCS LEISURE LIVING & SPORTS SHOW, Bicentennial Center. Fri., 5-9 pm.; Sat., 9 am-9 pm; Sun., 11 am-5 pm. Exhibits of outdoor equipment, boats, campers, leisure living, etc. Contact: (913) 825-8751.

MARCH 16 LEAVENWORTH(NE)

SAINT PATRICK'S DAY PARADE, Downtown Leavenworth. 10 am. Contact: (913) 682-2347.

MARCH 16 PITTSBURG(SE)

AMERICAN BEAUTY PAGEANT, Holiday Inn. Contact: (316) 522-0028.

MARCH 16 WICHITA(SC)

WICHITA POPS XIII: "BILLY ON BROADWAY," Century II Exhibition Hall, Performance by Billy Nalle, 8 pm. Contact: (316) 263-4717.

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MARCH 16 MANHATTAN(NE)

ST. PATRICK'S DAY CELEBRATION AND FUN RUN, City-wide. 10k and 2 mile fun runs begin early afternoon. Registration, 11 am. Food booths, parade, and retail specials make this event one that cannot be missed. Contact: (913) 537-4400 or (913) 776-8829.

MARCH 16 TOPEKA(NE)

ST. PATRICK'S DAY PARADE AND STREET FAIR, Downtown Topeka. When all the Irish come out they celebrate a parade Topeka-style with floats, bands, kids in costume and various other entertainment. Contact: (913) 234-2644.

MARCH 17 WICHITA(SC)

ST. PATRICK'S DAY CELEBRATION, Bombay Bicycle Club, 7700 E. Kellogg. Blarney Breakfast, 6-9:30 am; parade, noon, through downtown. Contact: (316) 943-4221.

MARCH 17 ATCHISON(NE)

ATCHISON PRIDE ST. PATRICK'S DAY PARADE, Downtown Atchison. Parade, noon, featuring floats, bands and Irish families. Contact: (913) 367-2427.

MARCH 19 EMPORIA(SC)

NEWPORT JAZZ FESTIVAL ALL STARS, Albert Taylor Hall, Emporia State University. Evening of jazz by the top names from the famous Newport Jazz Festival. Contact: (316) 343-6473.

MARCH 19-21 SALINA(NE)

MID AMERICA FARM EXPOSITION, Kenwood Park. Exhibits of the latest farm equipment, services, fertilizers, etc. 9 am-5 pm. Contact: (913) 827-9301.

MARCH 19-23 HUTCHINSON(SC)

NJCAA NATIONAL MEN'S BASKETBALL TOURNAMENT, Hutchinson Sports Arena. 16 teams compete for this national title. Contact: (316) 663-1911.

MARCH 22-24 PITTSBURG(SE)

PITTSBURG STATE UNIVERSITY SOFTBALL TOURNEY, PSU Weede Gym. Invitational tournament of teams competing from Iowa, Kansas, Illinois, Missouri, South Dakota and more. Contact: (316) 231-7000, ext. 4649.

MARCH 23 WELLINGTON(SC)

"SOUTHWIND" BLUEGRASS CONCERT, Wellington Memorial Auditorium. Bluegrass music that is pure fun, timeless and full of energy. Contact: (316) 326-3303.

MARCH 23 WICHITA(SC)

METROPOLITAN BALLET, "LA SYIPHIDE," Century II Concert Hall. 8 pm. Contact: (316) 263-4717.

MARCH 23-24 LEAVENWORTH(NE)

THIRD ANNUAL SMALL WORLD MINIATURE SHOW, 4th & Limit Sts. Contact: (913) 682-8000, ext. 110.

MARCH 23-24 FORT SCOTT(SE)

SPRING HOME AND GARDEN SHOW, Fort Scott Community College, Arnold Arena, 2108 S. Horton. Features home and garden exhibits with demonstrations. Sat., 9 am-9 pm; Sun., noon-5 pm. Contact: (316) 223-3566.

MARCH 23-24 WICHITA(SC)

ARTS & CRAFTS FAIR, Cessna Activity Center, 2744 George Washington Blvd., 9 am-6 pm. Contact: (316) 684-3971.

MARCH 27-31 INDEPENDENCE(SE)

PHOTOGRAPHY SHOW, Independence Museum, 8th & Myrtle. 1-4:30 pm daily. Contact: (316) 331-0419.

MARCH 28 HESSTON(SC)

MANITOBA MENNONITE CHILDREN'S CHOIR, Yost Center, Hesston College. Performance by what is reputed to be one of the most outstanding children's choirs anywhere in the world. 7:30 pm. Contact: Hesston Public Library.

MARCH 28-31 WICHITA(SC)

WICHITA CHILDREN'S THEATRE FESTIVAL, Century II Theatre. Contact: (316) 262-2282.

MARCH 29-30 MANHATTAN(NE)

KANSAS STATE UNIVERSITY OPEN HOUSE, Kansas State University Campus. Open house is for prospective students, current students, and parents who would like to visit and find out about the various departments and KSU. Exhibits and demonstrations in all departments. Tours available include the Veterinary Medicine Complex. Contact: (913) 532-5575.

MARCH 30 LEAVENWORTH(NE)

EASTER EGG HUNT, Veteran's Administration Hospital Grounds, 4th St. Trfwy. Easter egg hunt for children ages 10 and under. Contact: (913) 682-9201, ext. 28.

MARCH 30 ANTHONY(SC)

SPRING ARTS & CRAFTS Show, Municipal Hall, Main St., 9:30 am-5:30 pm. Contact: (316) 842-5456.

MARCH 30-APRIL 3 ABILENE(NE)

NATIONAL GREYHOUND ASSOCIATION SPRING MEET, NGA grounds, old highway 4. Greyhound races, seminars, awards and more at this the U.S. Greyhound Capitol. Contact: (913) 263-4660.

MARCH 30-31 EMPORIA(SC)

FLINT HILLS ARTS AND CRAFTS SHOW, Flint Hills Malls, 1632 Industrial. Artists from 4 states demonstrate, display and sell arts and crafts items. Contact: (316) 342-4631.

MARCH 31 LINDSBORG(SC)

MESSIAH FESTIVAL OF MUSIC AND ART, Presser Hall, Bethany College. Opening of this nationally famous festival featuring performances of Handel's "Messiah" by the Bethany College Oratorio Society and guest professional soloists. 3 pm. Contact: (913) 227-3311.



APRIL

APRIL 5 SCOTT CITY(SW)

ANNUAL EASTER PAGEANT "ROAD TO REDEMPTION," Scott State Lake, 12 miles north of Scott City. The Life of Christ portrayed with lights and sound with the hills as the backdrop. Starts at 7 pm with special music. Contact: (316) 872-3574.

APRIL 5 LINDSBORG(SC)

MESSIAH FESTIVAL: BACH'S "ST. MATTHEW'S PASSION," Presser Hall, Bethany College. Continuation of this nationally famous event with the presentation of Bach's "St.

Matthew's Passion" by the Bethany College Oratorio Society with guest soloists. 8 pm. Contact: (913) 227-3311.

APRIL 6 LINDSBORG(SC)

MESSIAH FESTIVAL: PETER HURFORD ORGAN RECITAL, Presser Hall, Bethany College. An all Bach program in celebration of the 300th anniversary of the composer's birth. Hurford is an English organist of undisputed international reputation. 8 pm. Contact: (913) 227-3311.

APRIL 6 LEAVENWORTH(NE)

JUNIOR MISS PAGEANT, Bell Hall, Eisenhower Auditorium, Fort Leavenworth. Contestants give creative and performing arts presentations in competition for scholarship funds, 7:30 pm. Contact: (913) 682-4112.

APRIL 6-7 LINDSBORG(SC)

LINDSBORG ARTIST'S OPEN HOUSE, A Celebration of the Arts. Open house at art studios, Sat., 10 am-5 pm; Sun., 1-5 pm. Contact: (913) 227-3706.

APRIL 1985						
S	M	T	W	T	F	S
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30				

APRIL 7 LINDSBORG(SC)

MESSIAH FESTIVAL: HANDEL'S "MESSIAH," Presser Hall, Bethany College. Final festival performance by Bethany College Oratorio Society with these professional soloists. 3 pm. Contact: (913) 227-3311.

APRIL 12-13 HUTCHINSON(SC)

MENNONITE RELIEF AUCTION, Kansas State Fairgrounds. Fri., livestock auction, 9:00 pm; Sat., breakfast served, 6 am; quilts, antiques, arts, crafts, baked goods featured, 7 am; two auctions, 9 am-4 pm. Contact: (316) 345-2569.

APRIL 12-13 CONCORDIA(NE)

NORTH CENTRAL KANSAS FARM EQUIPMENT AND HOME SHOW, National Guard Armory, U.S. 81 South. Activities include bale toss, kids pedal tractor pull, 3-wheeler mud pull contest and country music show. Contact: (913) 243-4290.

APRIL 12-14 DODGE CITY(SW)

SOROPTOMIST ANTIQUE SHOW, National Guard Armory. Display and sale of antiques and related items. Contact: (316) 227-7359.

Dorothy's Travel Tips

Traveling to your favorite Kansas events during the winter months will be even more fun and relaxing when you have prepared yourself and your vehicle for winter weather. Here are a few suggestions for safer winter motoring.

- Give your vehicle a complete tune-up for cold weather.

- Listen to weather reports before you leave.
- Begin your trip with a full tank of gasoline.
- Keep a "winter travel kit" in your vehicle. This should include a snow shovel, blankets, candles and matches. Other helpful items: flashlight, booster cables, extra winter clothing.

For further information on winter motoring contact: Kansas Highway Safety Department, State Office Building, Topeka, Kansas 66612

APRIL 13-14 ULYSSES(SW)

SPRING FLING III, Grant County Civic Center. Merchant "Show and Sell," food, fun, displays, special attractions. Sat., 10 am-8 pm; Sun., noon-4 pm. Contact: (316) 356-4700.

APRIL 13-14 INDEPENDENCE(SE)

RIVERSIDE PARK GRAND OPENING, Riverside Park & Zoo, Rides, festivities and events opening Riverside Park and Zoo for season. Contact: (316) 331-4578.

APRIL 14 RUSSELL(NW)

SPRING MARKET, 4-H Building. Arts and crafts sale, 10 am-6 pm. Contact: (913) 483-3306.

APRIL 17-21 INDEPENDENCE(SE)

NEEDLEWORK SHOW, Independence Museum, 8th & Myrtle. 5-day needlework show, 1-4:30 pm, daily. Contact: (316) 331-0419.

APRIL 19-21 DODGE CITY(SW)

SPRING ARTS & CRAFTS SHOW, Village Square Mall, 2601 Central. All items are handcrafted. 60-65 exhibitors drawn from 4-5 states surrounding Kansas. Contact: (316) 227-7954.

APRIL 20 DODGE CITY(SW)

BOOT HILL ALL-STAR BASKETBALL CLASSIC, Dodge City Civic Center. Boys and girls from Southwest Kansas participate in this all-star classic. Selection of players based on nominations. Contact: (316) 227-3119.

APRIL 25-28 WICHITA(SC)

SHRINE CIRCUS, Kansas Coliseum. Contact: (316) 755-1243.

APRIL 26-27 COFFEYVILLE(SE)

NEW BEGINNING FESTIVAL, Downtown. Arts and crafts fair, cheese festival, health fair, music, square dancing, etc. Activities continually from 9 am-5 pm. Contact: (316) 251-2550.

APRIL 26-27 LEAVENWORTH(NE)

"ANYTHING GOES," Leavenworth Center for the Performing Arts, 5th & Delaware. Musical performance, 8 pm. Contact: (913) 682-5562.

APRIL 26-27 WICHITA(SC)

SPRING SQUARE & ROUND DANCE, Century II Convention Hall. Fri., 7 pm; Sat., 12:30 pm. Contact: (316) 264-9121.

APRIL 26-28 HAYS(NW)

HAYS DAYS, entire Hays community. Historical displays, rodeo, barbershop concert, parade, industrial arts fair, arts festival and antique automobiles. Contact: (913) 628-8201.

APRIL 26-28 WICHITA(SC)

WICHITA JAZZ FESTIVAL, Wichita State University, Duerksen Fine Arts Center. College band and combo competition. Fri., 8 am-11 pm; Sat., 8 am-3 pm. Contact: (316) 683-2284.

APRIL 26-28 ARKANSAS CITY(SE)

14th ANNUAL CONVENTION OF KANSAS OLDTIME FIDDLERS, PICKERS & SINGERS. Event features eleven different music contests and a gospel music show. Contact: (316) 442-3026.

APRIL 27 HERINGTON(NE)

KIWANIS MARATHON, 101 S. Broadway. Certified and sanctioned marathon plus 10,000 meter races and 2-mile fun run. Races start, 7 am. Contact: (913) 258-3134.

APRIL 27 WICHITA(SC)

WICHITA JAZZ FESTIVAL KICK-OFF PARTY, Cotillion Ballroom, 1120 W. Kellogg. Well known jazz groups perform, 7:30 pm-11:30 pm. Contact: (316) 683-2284.

APRIL 27-28 WICHITA(SC)

RENAISSANCE FAIRE, Kansas Newman College, 3100 McCormick. Arts & crafts, staged musicals and food. Noon-6 pm. Contact: (316) 942-4291, ext. 166.

APRIL 27-28 VALLEY FALLS(NE)

GRASSHOPPER FALLS DAYS, Downtown. An annual event featuring crafts, flea markets, bazaar items, entertainment and foods of all kinds, antique cars and tractors, various contests, fun-run, 10k run and bicycle race. Contact: (913) 945-3254.

APRIL 27-28 TOPEKA(NE)

TOPEKA GUN SHOW, Topeka Municipal Auditorium. All types of guns on display including antique war models. Contact: (913) 295-2955.

APRIL 27-MAY 11 HAYS(NW)

16th ANNUAL SMOKY HILL ART EXHIBIT, Hays Arts Council Gallery. A juried exhibition open to all artists in Kansas. Contact: (913) 625-7522.

Basketball!

Wichita State Shockers

Nov. 24 at Lamar
 26 Chicago St.
 Dec. 1 Pepperdine
 3 Oregon
 7 WSU McDonald's Cl.
 8 WSU McDonald's Cl.
 13 at New Orleans
 15 Neb. -Omaha
 22 at Fresno St.
 29 Hartford
 Jan. 3 W. Texas St.
 5 Kansas
 10 at Bradley
 12 at Illinois St.

17 Indiana St.
 19 Drake
 24 Creighton
 26 at W. Texas St.
 31 at Indiana St.
 Feb. 2 at Southern Ill.
 7 Southern Ill.
 9 Tulsa
 14 at Creighton
 16 at Illinois St.
 18 at Drake
 23 Bradley
 Mar. 2 at Tulsa

Kansas Jayhawks

Dec. 1 Detroit
 4 S. Dakota St.

5 Morehead St.
 8 Abil. Christ.
 10 SMU
 10 S. Carol. St.
 15 Houston
 22 at Geo. Wash.
 31 Kentucky
 Jan. 3 Tex. Southern
 5 Wichita St.
 11 at S. Alabama
 16 Iowa St.
 19 at Oklahoma
 23 Missouri
 26 Colorado
 30 at Kansas St.
 Feb. 2 at Nebraska
 6 Okla. St.
 9 at N. Carol. St.

9 Oklahoma
 13 at Missouri
 16 at Iowa St.
 20 Kansas St.
 23 at Colorado
 27 Nebraska
 Mar. 2 at Okla. St.

Kansas State Wildcats

Nov. 24 N. Texas St.
 Dec. 1 Southern Colo.
 5 Miss. St.
 8 Northern Iowa
 10 NE Missouri
 15 at Marquette
 22 Indiana
 27 Runnin' Rebel Cl.

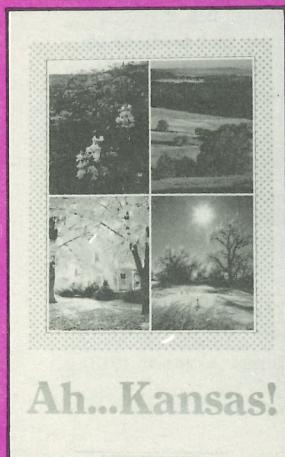
28 Runnin' Rebel Cl.
 Jan. 2 at Oral Roberts
 5 Morgan St.
 9 Eastern Wash.
 12 Oregon St.
 16 at Nebraska
 19 at Colorado
 23 Okla. St.
 26 at Oklahoma
 30 Kansas
 Feb. 2 at Iowa St.
 6 Missouri
 9 Colorado
 13 at Okla. St.
 16 Nebraska
 20 at Kansas
 23 Oklahoma
 27 Iowa St.
 Mar. 2 at Missouri

JANUARY • FEBRUARY • MARCH • APRIL

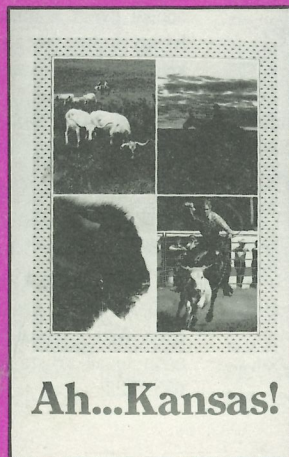
1985 Kansas EventFull Calendar

Travel & Tourism Division, KDED
 503 Kansas, 6th floor, Topeka, Kansas 66603
 913-296-2009

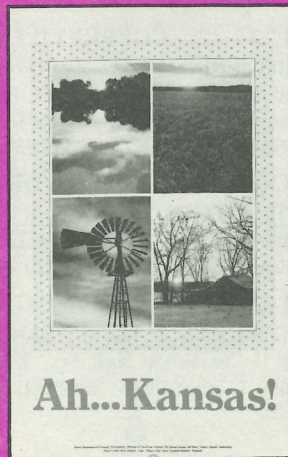
Complete Kansas Poster Series Only \$9.50 (Postage Included)



Seasons



Western Heritage



Sunsets

Buy all three limited edition Kansas posters for only \$9.50, a regular \$12.00 value. Order this award winning series for yourself and as gifts for your friends. Each poster measures 21" x 33½" and is suitable for framing.

	Qty.	Amt.
Complete set (3 posters)—\$9.50	_____	_____
Individual Posters—\$3.50 ea. + 50¢ shipping per poster		
____ Seasons	_____	_____
____ Sunsets	_____	_____
____ Western Heritage	_____	_____
Totals	_____	_____

Name _____
 Address _____
 City _____ State _____ Zip _____
 Please return this order with your check or money order to: "Posters" KDED, Travel & Tourism, 503 Kansas Ave., 6th Floor, Topeka, Kansas 66603-3540.

A vibrant rainbow arches across a clear blue sky, its colors appearing to bleed into the landscape below. The scene is a picturesque natural setting. In the middle ground, a calm blue lake reflects the sky, surrounded by lush green hills and scattered trees. The foreground is filled with tall green grasses and several bright yellow sunflowers with dark centers. The overall atmosphere is bright and cheerful, suggesting a perfect vacation spot.

**Vacation at the
rainbow's end...**

Kansas
“Land of Ah’s”



N2710H

N2042E

Welcome to the Land of Ah's!

Come to Kansas and discover a vacation at the rainbow's end. It's a pot of gold rich in recreational, historic and cultural attractions.

Like a rainbow, Kansas shows you a wondrous spectrum of activities. That's why Kansas means so many different kinds of vacations to so many people.

Come to Kansas and enter an outdoorsman's dream. It is a dream filled with woods, rolling hills, amber meadows, unspoiled prairies and plains. It is a landscape crisscrossed with ponds, streams, lakes, rivers and immense reservoirs that yield some of the finest sport fishing and hunting in America. Throughout the state you will find fabulous campsites, from wilderness areas to full facility camping areas.

Kansas is like a time machine that takes you back to the excitement of the early West — where you can walk with the likes of Wyatt Earp, Buffalo Bill and The Dalton Gang, and see things as they did.

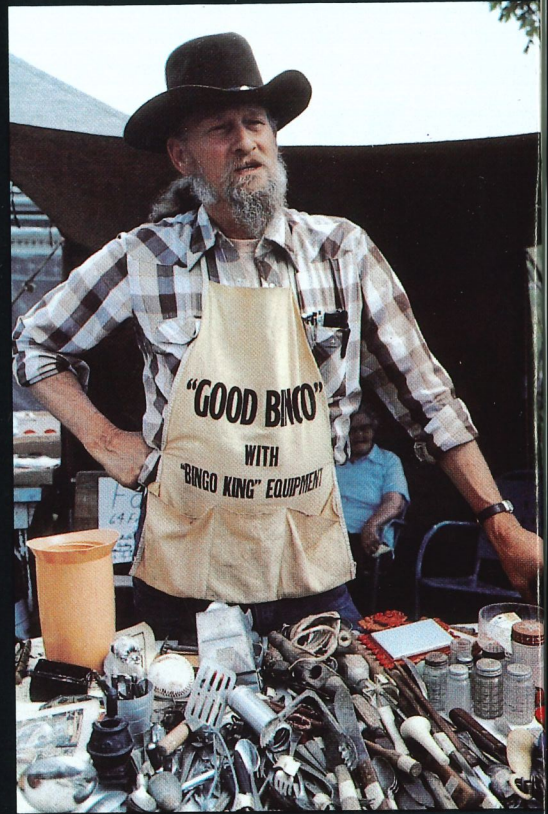
Come to Kansas and experience lively, progressive cities and towns — where art galleries, museums, fairs and

festivals abound and performing arts flourish.

Take in the clean, refreshing four-season environment, and realize the Kansas reputation for friendly hospitality.

Explore Kansas for the pure fun of it! Get close to history, close to recreation, close to the arts. Chase an exciting rainbow of vacation activities. Come to Kansas!





The Foothills of Ah's

Eastern Kansas delights the eye with its natural beauty in every season, and rewards the traveler with a great variety of activities all year round.

Agricultural Hall of Fame

See the evolution of agriculture in this unique museum. Inspect antique farm equipment of every kind, from a wooden wheel corn planter to a wheat drill. You will come away with a better appreciation of the world's biggest industry. (Bonner Springs)

Old Shawnee Town Take a wonderful walking tour through a replica of one of Kansas' earliest towns. It's jail, built in 1843, was the Territory's first. (Shawnee)

Fort Leavenworth Pass through the gates of the oldest army post west of the Mississippi. It was established in 1827 to protect caravans on the Santa Fe Trail. **The Post Museum** features the largest collection of rare 19th century horsedrawn vehicles in the country. **The Old Chapel** was made famous in *Ripley's Believe It or Not*. (Leavenworth)

Fort Scott National Historic Site Take a guided tour of this authentically restored 1842 military post which includes officers' quarters, guardhouse, hospital and powder magazine. You'll also see the Fort Scott Museum, with hundreds of relics from the fort's Indian peace-keeping days. (Fort Scott)



Council Grove This historic town lies in the heart of the Flint Hills. Its legendary **Council Oak Shrine** marks the actual spot where the 1825 Osage Indian Treaty was signed, creating access to the old Santa Fe Trail. The town also boasts many other Santa Fe Trail landmarks, including the **Last Chance Store** and **Pioneer Jail**. (Council Grove)

The Topeka Zoo, located in Gage Park, is one of our nation's finest. A focal attraction is its lush Tropical Rain Forest, with birds in free flight and a towering waterfall. *Gage Park* also is the site of the nationally known **Reinisch Rose Garden**. (Topeka)

Johnson Safari Museum honors the amazing Osa and Martin Johnson, pioneers in

African explorations, writings and motion pictures. Many souvenirs and trophies from their safaris are on display. (Chanute)

Kansas State Capitol Constructed of native Kansas limestone, the building contains the famous John Steuart Curry murals, new Lumen Martin Winter murals and David H. Overmyer murals. (Topeka)

Additional Attractions

Little House on the Prairie (Independence)

Eureka Downs horse racing (Eureka)

University of Kansas (Lawrence)

Museum of Natural History (Lawrence)

Kansas State University (Manhattan)

Brown Mansion (Coffeyville)



The Heart of Ah's

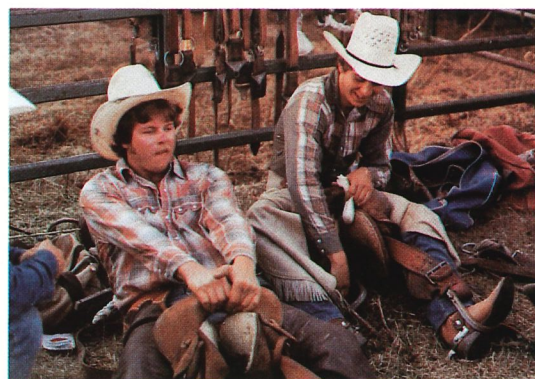
From its horse trails in the scenic Flint Hills to its cultural centers scattered throughout, *Central Kansas* presents an exciting adventure in the Land of Ah's.

Fort Larned National Historic Site Built in 1859 to protect the Santa Fe Trail, this rugged post gives you a first look at the center of action against hostile Indians and later for peaceful Indian relations. (Six miles west of Larned)

Lindsborg Four centuries ago, Coronado is believed to have camped on what is now called **Coronado Heights** near Lindsborg. A large turreted monument on the site supplies a spectacular lookout post. Lindsborg, settled by Old World Swedes, is known as "**Little Sweden U.S.A.**" and is filled with enchanting art studios, antique stores and shops. The famous **Birger Sandzen Memorial Gallery** includes many of that great artist's most celebrated works. (Lindsborg)

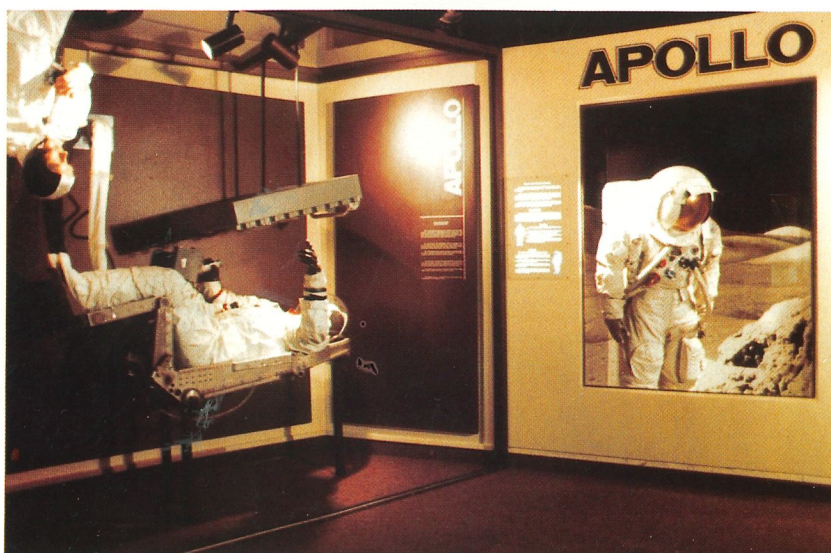
Eisenhower Center This history-filled complex includes the Eisenhower Boyhood Home, Museum, Presidential Library, Visitor's Center and final resting place. Within a short walk is **Old Abilene Town**, a replica of the wild cow town that boasted some of the most colorful characters to ever draw a gun. Nearby, you'll find the famous **Greyhound Hall of Fame** as well as the **Hall of Generals**, a wax museum depicting famous American military leaders. (Abilene)

Old Cowtown Museum Visit a frontier town of over a century ago. Tour faithful restorations of many period buildings, authentic to the last detail, including a church, drug store, blacksmith shop, saloon, newspaper office, doctor's office and jail. (Wichita)



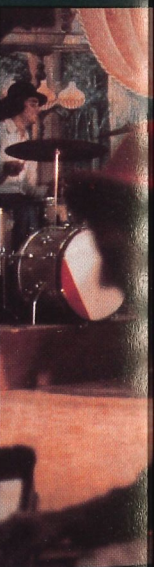
Kansas Cosmosphere and Space Discovery Center

Blast off to incredible scenes in our solar system, galaxy and universe. You'll thrill to the magic of the 44-foot, domed Cosmosphere screen and the unique and incredible 70mm Omnimax movie projection system. The Discovery Center exhibits over 1400 space artifacts, surpassed only by NASA and the Smithsonian Institution. (Hutchinson)



Additional Attractions

Rock City (Minneapolis)
Mushroom Rocks State Park (Kanopolis)
World's Largest Hand Dug Well (Greensburg)
Maxwell Game Preserve (northeast of McPherson)
Bartlett Arboretum (Belle Plaine)
Mid-America All Indian Center (Wichita)



The Plains of Ah's

Western Kansas is a rainbow of attractions where you can relive the Wild West, marvel at geological wonders or enjoy dozens of other sites that lure travelers from across the nation.

Fort Hays This once bustling cavalry post shows you an immaculately preserved block house, guard house, officers' quarters and parade grounds. At nearby Fort Hays State University, you can tour several public museums centering on paleontological, geological, Western and natural history. (Hays)

Garden of Eden Civil War veteran S.P. Dinsmoor spent nearly a quarter century constructing this concrete paradise. The Garden

includes a variety of statues, plus his own mausoleum. (Lucas)

Dodge City At the foot of Boot Hill, you can walk old **Front Street** past recreations of the Long Branch Saloon, The Dodge House, and the old U.S. Marshal's office. The **Beeson Museum**, the **Boot Hill Museum**, and the white frame home of cattle baron Col. R.J. Hardesty give you a rare, detailed look at the town known as "The Cowboy Capital of The World." (Dodge City)

Castle Rock This chalk spire, rising as high as 70 feet, was carved by an ancient river. This natural landmark is a remarkable geological structure on the Kansas plains. (22 miles southeast of Quinter)

Cathedral of The Plains St. Fidelis Roman Catholic Church is the architectural triumph of the region. German-Russian immigrants completed it in 1911. (Victoria)

Dalton Gang Hideout Check out the headquarters of the most notorious outlaw gang of the Old West. Then escape down the getaway tunnel from the house to the

barn. At a slower pace, tour the Dalton Museum and see a priceless western gun collection. (Meade)

Dorothy's House A charming recreation of Dorothy's Kansas home from Frank L. Baum's timeless story, *The Wizard of Oz*. (Liberal)

The Windsor Hotel "Waldorf of the Prairies," with a lobby and court three stories high, was built in 1886. Such famous people as Buffalo Bill Cody, Eddie Foy and Lillian Russell have stayed at the hotel. (Garden City)

Additional Attractions

Cimarron National Grasslands (Elkhart)
Pheasant Capital of The World (Norton)
World's Largest Wheat Fields (Northwestern region)
St. Jacob's Well (Ashland)
Chalk Pyramids (Gove County)
El Cuartelejo Ruins (Scott State Park)
Lee Richardson Zoo (Garden City)





Natural Ah's

With thousands of square miles of hunting, camping, recreation areas and shoreline, Kansas is a natural choice for outdoor fun.

Camping & Boating

Kansas offers 22 state parks, each with facilities for short-or long-term camping. You can also choose from numerous national and privately owned campsites near every kind of recreational environment. Depending on your tastes and equipment, you can camp with all the luxuries of home or rough it as ruggedly as you wish.

Water lovers make a splash in Kansas with its flow of recreational waterways totaling nearly 350,000 surface acres of water.

In a wide variety of beautiful settings, you'll find ideal conditions for your favorite water sports including sailing, skiing, boating, swimming or simply relaxing on a beach. Hang gliding is still another popular recreation around many Kansas waterways.

Hunting & Fishing

Hunters can harvest a wide variety of game in Kansas. In fact, few areas in the country offer such huge expanses of habitat for quail, pheasant, turkey, duck, geese, antelope, whitetail and mule deer and rabbit. There are over 250,000 Kansas acres of public hunting and game management land.

The variety is equally attractive for fishermen. Kansas has a large scattering of

state, county and city lakes, along with more than 20 big, beautiful federal reservoirs — with more under construction.

Native Kansas fish such as white bass, walleye, crappie, channel catfish and largemouth bass abound. Striped bass, northern pike and rainbow trout have been introduced to Kansas and now thrive here, helping create fishing as good as that found anywhere in the nation. Snagging native paddlefish is another favorite activity for many Kansas fishermen.

You'll also appreciate the tranquil, uncrowded environment that adds relaxation (and results!) to the challenging sport of fishing.

Scenic Ah's

Take a road off the highway and get ready for a

delight to the eye. You may be surprised at the timber areas covering rolling hills and bluffs. From scenic canyons and greeting card valleys, to the eerie beauty of the Chalk Pyramids, the wonderful sights of Kansas will be remembered for a lifetime.

Feast your eyes on the brilliant variety of landscapes Kansas paints for you. Bring your camera and plenty of film, because Kansas has mile after mile of scenic surprises for you.

Whether you focus on the gorgeous blossom of a rare prairie wildflower or capture the magnificence of a massive, thundering buffalo herd, you will bring home pictures and tales that prove you have taken a very special vacation.

State Park Recreational Areas

STATE PARK LOCATION	Park Land Acres	Number of Areas	Trailer Park & Pads, 3 hook-ups (B)	Electrical only (B)	Bathroom & Beach	Boat Ramp/Lanes	Courtesy Docks	Boating	Boat Rental	Marina	Refreshments	Dumping Station	Motel Nearby
Cedar Bluff 23 miles SE of WaKeeney on K-147	1715	2	10	81	*	13	2	*	*	*	*	2	*
Cheney 20 miles NW of Wichita on K-251	2495	3		165	*	20	4	*	*	*	*	2	*
Clinton 4 miles W of Lawrence off US-40	1445	1		205	*	16	8	*	*	*	*	2	*
Crawford 10 miles N of Girard on K-7	439	1		60	*	2	2	(B)	*	*	*	1	*
El Dorado 5 miles E of El Dorado on K-177	3731	4	77	206	*	14	4	*	*	*	*	3	*
Elk City 7 miles NW of Independence on US-160	857	1		30	*	3	1	*	*	*	*	2	*
Fall River 17 miles NW of Fredonia on K-96	917	2		45	*	6	3	*	*	*	*	1	*
Glen Elder 10 miles W of Beloit on US-24	1250	1		140	*	4	2	*	*	*	*	2	*
Kanopolis 21 miles SE of Ellsworth on K-141	1585	2	15	94	*	5	3	*	*	*	*	2	*
Lovewell 15 miles NE of Mankato on K-14	1126	2		30	*	4	1	*	*	*	*	1	*
Meade 13 miles SW of Meade on K-23	443	1		32	*	1	1	(D)	*	*	*	1	*
Melvern 8 miles SW of Lyndon on K-278	1785	1		200	*	18	2	*	(E)	(E)	*	1	*
Milford 2 miles NW of Junction City on K-57	1084	1	32	86	*	10	3	*	*	*	*	1	*
Perry 16 miles NE of Topeka on K-237	1679	2		82	*	15	3	*	(E)	(E)	*	1	*
Pomona 16 miles W of Ottawa on K-368	490	1	37	102	*	7	2	*	*	*	*	2	*
Prairie Dog 3 miles W of Norton on US-36	1578	2		12	*	3	1	*	*	*	*	1	*
Sand Hills 3 miles NE of Hutchinson	1454	1			*								
Scott 12 miles N of Scott City on K-95	1120	1		30	*	1	1	(D)	*	*	*	1	*
Toronto 17 miles SW of Yates Center on K-105	977	3	15	47	*	6	3	*	*	*	*	1	*
Tuttle Creek 5 miles N of Manhattan on US-24	1156	4	12	102	*	11	3	*	*	*	*	2	*
Webster 8 miles W of Stockton on US-24	880	2		60	*	4	1	*	*	*	*	1	*
Wilson 8 miles N of Wilson on K-232	788	1		106	*	3	1	*	*	*	*	1	*

Notes: *Yes, (A) Extra charge, (B) Limited times, (C) Beach only, (D) Fishing only, (E) in Non-State Area.

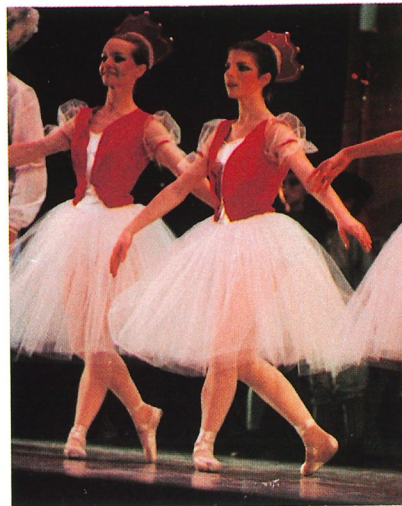
Festive & Cultural Ah's

Every month, Kansas entertains with a treasure of world class arts and unique local festivities.

Festivals & Events

No matter what your interests, Kansas has a festival or event for you. Numerous ethnic festivals occurring throughout the year celebrate the authentic costumes, cuisine, arts and crafts of Swedish, Czech, Mexican, Indian and German people.

Participants and listeners alike come from all over the nation to Kansas musical festivals which range in style from bluegrass to classical. Summer presents cowboys, farm exhibits and the colorful sights and sounds of the midway, all adding up to an old-fashioned good time at action-packed rodeos and



county and community fairs.

Fall festivals, river festivals, holiday festivals, pancake races, circuses, threshing bees, historical pageants: each is an invitation to enjoy a Kansas celebration.

Special Festivals & Events

- Wichita River Festival (Wichita)-May
- Beef Empire Days (Garden City)-June
- Smoky Hill River Festival (Salina)-June
- After Harvest Czech Festival (Wilson)-July
- Dodge City Days (Dodge City)-July
- Sundown Salute Celebration (Junction City)-July 4
- Bluegrass Festival & National Guitar Flat-Picking Championship (Winfield)-September
- Kansas State Fair (Hutchinson)-September
- Maple Leaf Festival (Baldwin City)-October
- Neewollah Celebration (Independence)-October

Svensk Hyllningsfest (Lindsborg)-held in odd numbered years in October
Indian Peace Treaty Pageant (Medicine Lodge)-held every 3 years in October



Culture

Kansans indulge in the arts as fervently as they indulge in fun. Art galleries and museums are found in all parts of the state and are complemented in summer months by hundreds of art fairs and festivals.

The performing arts thrive in Kansas community theaters, repertory companies, symphony orchestras, dance companies, choral groups and children's theaters.

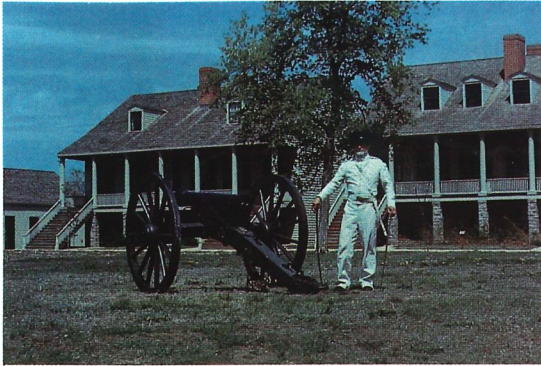
Cultural Attractions

- Spencer Museum of Art (Lawrence)
- Birger Sandzen Memorial Gallery (Lindsborg)
- Wichita Art Museum (Wichita)
- Vassar Playhouse (Vassar)
- National Sculpture Center (Lawrence)



Historic Ah's

With such an outstanding, well preserved past, it's no wonder Kansas is one of the most significant states in our country's history.

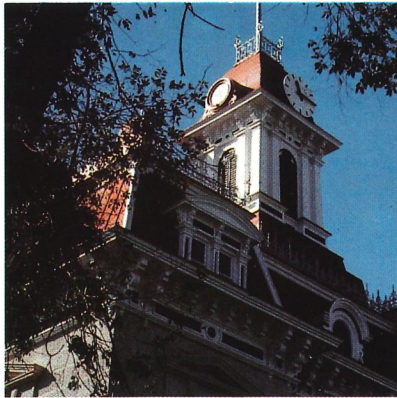


Thousands of years before Spanish conquistador Coronado first explored this territory, Indians roamed the Kansas territory. From prehistoric times to present day, Kansas' Indian heritage is highly visible in museums, archeological finds and Indian reservations, schools and centers.

The explorations of Lewis and Clark and Zebulon Pike led to the opening of the western frontier. Restored military forts across Kansas recreate the days of hostile Indian tribes and wagon trains traveling such well-known trails as the Santa Fe, the Oregon and the Smoky Hill. Cow towns like Old Abilene Town, Wichita Cowtown and Dodge City's Front Street conjure up thoughts of thundering herds of longhorn steers, leathery cowboys and rough outlaws. Museums and memorials tell tales of heroes from the turbulent pre-Civil War conflicts over slavery.

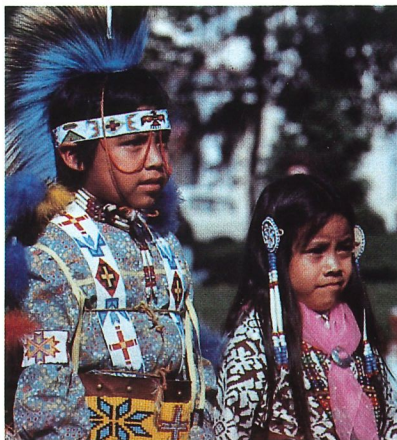
Kansas, known as the bread basket of the world, has also preserved its agricultural

history. Various collections of pioneer farm equipment and tools, and a wheat museum provide historic background information about this important Kansas industry.



The influence of different nationalities who settled in Kansas greets you in the faces of architectural accomplishments. Churches, homes and business buildings are reflections of Old West splendor and artistry. Kansas has 377 locations listed on the National Register of Historic Places, 12 National Historic Landmarks and 19 locations maintained by the Kansas Historical Society.

Kansas, from the past and present, is a land of people.



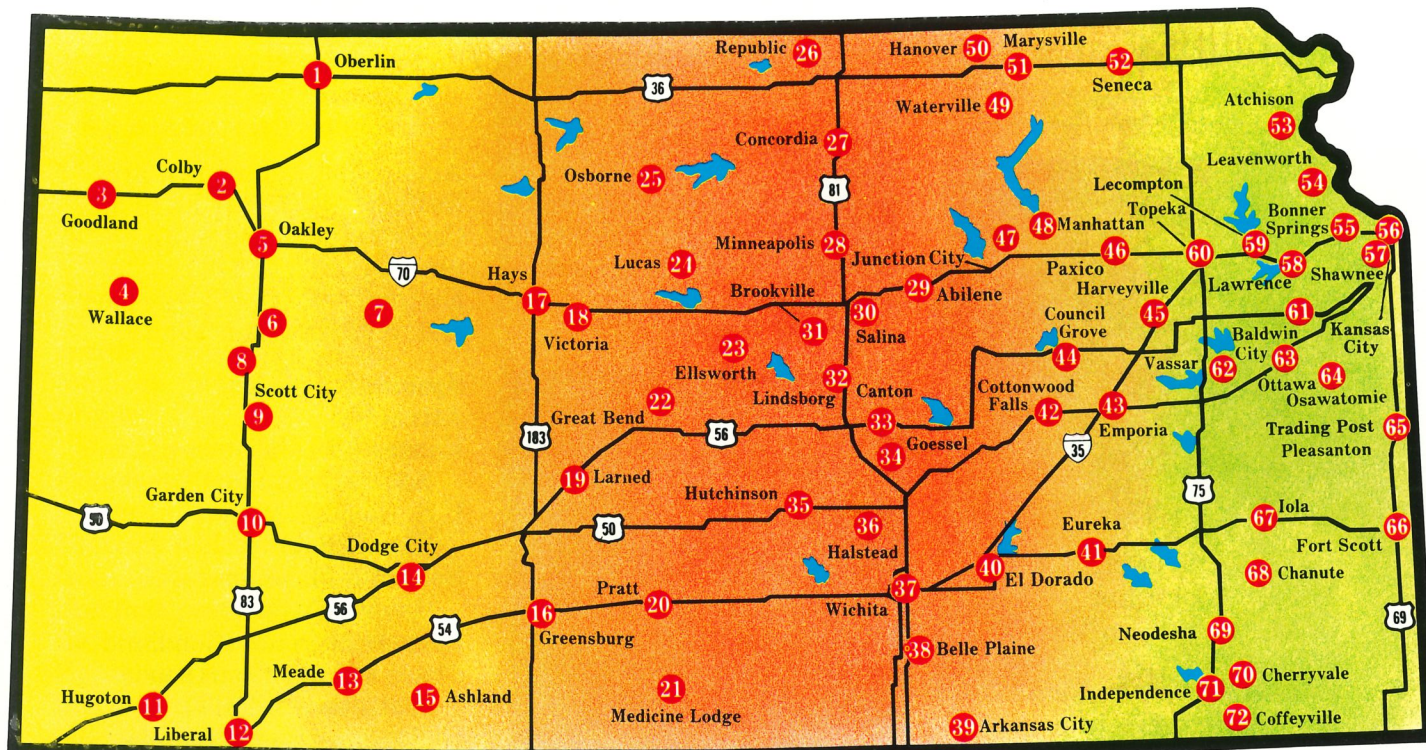
Among the well-known are Buffalo Bill, Wyatt Earp and Carry Nation, and more recently Dwight D. Eisenhower, Amelia Earhart and William Allen White.

Special Historical Attractions

- Kansas State Historical Society Museum (Topeka)
- U.S. Cavalry Museum (Fort Riley)
- Boot Hill Museum (Dodge City)
- Pioneer Museum (Goodland)
- Chase County Courthouse (Cottonwood Falls)
- Hollenburg Pony Express Station (Hanover)
- Pawnee Indian Village (Republic)
- Grinter House (Kansas City)
- Fort Larned National Historic Site and Santa Fe Trail Center (Larned)
- Fort Scott National Historic Site (Fort Scott)



Build Your Own Yellow Brick Road Tour



The Plains of Ah's

Western Kansas

- 1 Indian Raid Museum** - artifacts pertaining to the last Indian raid in Kansas.
- 2 Thomas County Museum** - the Kuska collection of dolls, porcelains and glassware.
- 3 Pioneer Museum** - frontier relics and the world's first helicopter.
- 4 Fort Wallace Museum** - portrays fort of the Old West.
- 5 Fick Fossil Museum** - captures Kansas geology 100 million years ago.
- 6 & 7 Castle Rock and Chalk Pyramids** - tower majestically over the prairie in naturally carved sandstone.
- 8 El Cuartelejo** - inhabited by ancient Indians and was later the first white settlement in Kansas.
- 9 Scott County State Park** - pioneer and Indian history in deep canyons and bluffs.
- 10 The Windsor Hotel** - 1886 "Waldorf of the Prairies" hotel.
- 11 Gas and Historical Museum** - history of natural gas development.
- 12 Dorothy's House** - recreates Dorothy's home as described in *The Wizard of Oz*.

13 Dalton Gang Hideout - tour headquarters, getaway tunnel and museum.

14 Dodge City Front Street - Wild West recreated.

Boot Hill - a notorious collection of graves, guns and western relics.

15 St. Jacob's Well - natural bottomless well.

16 World's Largest Hand Dug Well - 109 feet deep and was dug in 1885.

17 Old Fort Hays - restored frontier fort.

Sternberg Memorial Museum - natural history of western Kansas.

The Heart of Ah's

Central Kansas

18 Cathedral of The Plains - stands as one of the turn-of-the century's great architectural triumphs.

19 Fort Larned National Historic Site - protected the Santa Fe Trail until 1878.

Santa Fe Trail Center - museum of Spanish, Indian, pioneer and railroad activities.

20 Kansas Fish & Game Museum - one of the world's largest freshwater fish hatcheries and aquariums.

21 Carry Nation Home - home of stormy temperance leader.

Stockade Museum - replicas of frontier stockade.

Gypsum Hills Trail Rides - horseback or hayride, tour of incredible scenery.

22 Cheyenne Bottoms Wildlife Management Area - America's largest free shooting area, with exceptional migratory bird hunting.

23 Rogers House Museum and Gallery - in Old Cowboy Hotel, with artwork depicting the early West.

Ellsworth County Museum - located in Hogdon House.

Mushroom Rocks - landmark rock formations.

24 Garden of Eden - unique concrete masterpiece.

25 Continental Sculpture Hall - features over 1400 unique sculptures of American history.

26 Pawnee Indian Village Museum - surrounds the floor of an 1800 Pawnee earth lodge.

27 Brown Grand Opera House - restores the grandeur of 1906 entertainment with original woodwork and furnishings.

28 Rock City - unworldly, smooth, large sandstone formations.

29 Eisenhower Center - President's boyhood home, museum, library and burial site.

Greyhound Hall of Fame - includes history, exhibits and a theater.

Old Abilene Town - recreated wild cow town.

30 Indian Burial Pit - prehistoric burial site for more than 140 Indians.

31 Brookville Hotel - historic hotel and dining establishment.

32 Birger Sandzen Memorial Gallery - displays works of internationally praised painter.

Old Mill Museum - old river mill and exhibits.

Coronado Heights - Coronado once camped here in search of the Seven Cities of Cibola.

33 Maxwell Game Preserve - buffalo and elk herds, fishing and campsites.

34 Mennonite Heritage Complex - three-building museum conveying the art and spirit of Mennonite life.

35 Kansas Cosmosphere and Discovery Center - 70 mm Omnimax projection system and over 1400 NASA space artifacts on display.

Woodard Nature Trail - nature center and natural prairie landscape.

Fun Valley - 350 acres outdoor family recreation complex.

36 Kansas Health Museum - human body described in 21 exhibits.

37 Mid-America All Indian Center, Inc. - serves the cultural and social needs of Native Americans.

Edwin A. Ulrich Museum of Art - features American art, and a 52-by-28-foot Miro mosaic.

Old Cowtown Museum - recreates historic Wichita.

Sedgwick County Zoo - 1000 animals living on 212 landscaped acres.

38 Bartlett Arboretum - vegetation from all over the world.

39 Cherokee Strip Living Museum - history of the Cherokee Strip.

The Foothills of Ah's

Eastern Kansas

40 Flint Hills Overland Wagon Trips, Inc. - scenic 1½ day pioneer adventure by wagon train.

41 Eureka Downs - quarterhorse racing.

42 Chase County Courthouse - oldest fully operating courthouse in Kansas.

43 Schmidt Museum of Natural History - vast collection of mounted birds, mammals, fish and reptiles.

William Allen White Memorial Self-Guided Tour - walking tour to landmarks and memorabilia of this Pulitzer Prize winner.

44 Hays House - a restaurant since 1857 still known for superb country cooking.

Kaw Methodist Mission and Museum - first Kansas school for pioneer children & the town's school for Indians.

Post Office Oak - mail drop during the heyday of the Santa Fe Trail

45 General Walt Hiking Trail - 32 miles of scenic wonderland.

46 Flint Hills Scenic Tours - buffalo herd, a century-old home, a pioneer village and prairie scenes.

47 Konza Prairie Research Center - 8600 acres of native grasses, designated by the United Nations as one of only 100 worldwide reserves.

48 Custer House - quarters for officers at Fort Riley (including General Custer) until 1974.

Kansas First Territorial Capital - authentically restored.

U.S. Cavalry Museum - displays the army's role in taming the West.

49 Weaver Hotel - completely restored turn-of-the-century hotel.

Waterville Opera House - hosts a full summer season.

50 Hollenberg Pony Express Station - nation's only remaining unaltered Pony Express Station.

51 Koester Museum - 1876 grandly preserved home.

52 Fort Markley - authentically restored village.

53 International Forest of Friendship Trail - forest of trees from all 50 states and nine foreign countries.

Amelia Earhart's Home - historic items from this famous aviatrix's life.

54 Fort Leavenworth - finest collection of pioneer vehicles in the world.

55 Agricultural Hall of Fame - honors people and events that have shaped American agriculture.

56 Grinter House - located at the site of the first Kansas River ferry.

57 Old Shawnee Town - Kansas' first jail, cabin and other original buildings.

58 Spencer Art Museum - only comprehensive art museum in Kansas, has 7 permanent galleries and 3 galleries of changing exhibits.

Museum of Natural History - displays U.S. Cavalry horse, Comanche, the only survivor of the Battle of the Little Bighorn.

59 Constitution Hall - National Landmark where the proslavery constitution was drafted. Also housed Lane University.

60 Topeka Zoo - over 400 animals and indoor Tropical Rain Forest.

Kansas State Historical Society Museum - largest collection of Kansas' artifacts.

State Capitol - tour six floors of the statehouse and 20-acre grounds.

Combat Air Museum - rare collection of World War II aircraft.

61 Old Castle Museum Complex - three historical buildings, including a Santa Fe Trail museum.

Quayle Rare Bible Collection - ancient tablets, scrolls, leaves and Bibles.

62 Vassar Junction - Vassar Shortline restaurant and Playhouse summer theater.

63 Old Depot Museum - wide array of exhibits (Civil War to NASA).

64 John Brown Memorial Park - a log cabin museum and "The Old Stone Church" dedicated in 1861.

65 Marais Des Cygnes Museum - site of the massacre of five abolitionist martyrs in 1858.

Trading Post Museum Complex - restored buildings and artifacts from the turbulent "Bleeding Kansas" days.

66 Fort Scott National Historic Site - authentically restored military post of 1842.

67 General Frederick Funston Home - relics from the life of this amazing explorer and soldier.

68 Martin and Osa Johnson Safari Museum - displays artifacts of these world famous explorers and photographers.

69 Norman No. 1 Oil Well and Museum - national landmark recognizing the first commercial oil well drilled west of the Mississippi.

70 Bender Museum - authentic 1870 homestead of a pioneer family.

71 Little House on the Prairie - restored log cabin on the actual site of the original Laura Ingalls Wilder "Little House."

Ralph Mitchell Zoo - over 50 species, plus a beautiful park and playground.

Elk River Trails - 4.5 miles of some of Kansas' most scenic vistas.


72 Dalton Museum - recaptures the Dalton raid on two Coffeyville banks in 1892.

Brown Mansion - authentically furnished grand old mansion and museum of early 1900's.



For more specific information on the special events, attractions, tours and sights in Kansas write or call:

**Kansas Department
of Economic Development
Travel & Tourism Division
503 Kansas Ave. 6th floor
Topeka, Kansas 66603
(913) 296-2009**

A vibrant rainbow arches across a clear blue sky in the upper right corner of the image. Below the rainbow, a line of lush green trees stands against the horizon. In the foreground, tall, dark green grasses and some yellow wildflowers are in focus, partially obscuring the view of the trees and sky. The overall scene is bright and colorful, capturing a beautiful natural moment.

Photography Credits: James Correll,
Dick Herpich, Patricia D. Duncan, Ginny
Weathers, Bruce Henderson, Ron
Welch, Robert Regier, Jeffrey Seibel,
Ron Spomer, Ann Winter, Kent
Garlinghouse.

KANSAS MEANS BUSINESS

...and we're using ads like this to tell the world about the industrial development opportunities in Kansas communities such as yours.

Your success is on our horizon.

The best way to brighten your business horizons is to share a piece of ours. According to a 1981 study by Alexander Grant & Co., Kansas ranks fourth in the United States for best overall business climate.

And the reasons are as clear as the Kansas horizon:

...our center-of-the-nation location, offering ideal market and shipping proximity

...our constitution, guaranteeing the Right-to-Work and a balanced state budget

...our people, with the education and Kansas work ethic that ensures an eager and productive work force

...our state government, which provides a state-funded pre-employment and on-the-job training program, plus tax credits for job expansion and investment

...and our lifestyle, unspoiled and uncomplicated.

There's never been a better time to do business in Kansas than now. For more information on the clear advantages of Kansas, please write or call Roger Christianson, Kansas Department of Economic Development, 503 Kansas Ave., 6th Floor, Topeka, KS 66603. 913-296-3483.

KANSAS

CLEAR HORIZONS FOR BUSINESS

This dramatic new advertising campaign is designed to create interest in Kansas ...and more jobs for your community.

Kansas. Clear Horizons for business.

That's the theme for our striking new advertising campaign that's already reaching corporate leaders across the nation and eliciting positive responses. It presents the Kansas business story in a way that's both appealing and convincing — by combining beautiful photography of clear Kansas horizons with some crystal-clear reasons why businesses and families are likely to find success here.

The unspoiled, uncomplicated lifestyle in Kansas combined with the definitive business climate can appeal to more and more companies and their executives.

Yet the Kansas business and lifestyle advantages have remained one of the nation's best-kept secrets.

That's why the Kansas Department of Economic Development created the new advertising campaign — to tell that secret to the world.

An aggressive schedule in top national magazines.

Full-page color ads like the one on the cover and opposite page of this brochure will appear in these leading industrial development magazines:

- Plant Location
- Area Development
- Business Facilities
- Plants, Sites & Parks
- Site Selection Handbook


Aimed at corporate executives who determine locations for new facilities, these magazines will take the Kansas business story directly to the people who make the decisions.

A fact-filled brochure that turns prospects into believers.

The same theme and bold graphics style used in the magazine ads have also been expanded into an information-packed 16-page brochure.

Printed in both English and German, the brochure is currently being distributed in the United States and Europe to tell the Kansas story.





**The kind of life
you want to live
is here on our horizon.**

Everything's a little clearer under the bright Kansas skies. Including the reasons why more and more companies are finding permanent homes here:

... our metropolitan areas, where cultural opportunities are high and crime rates are low.

... our variety of leisure activities, including professional sports, historic attractions, and genuine down-home festivals.

... our tree-lined residential areas, where neighbors still know how to be neighborly.

... our excellent school systems, among the leaders in the nation by any standard.

... and our wide, open spaces—wooded hills, rolling grasslands, and nearly 300,000 acres of sparkling lakes and reservoirs.

That unspoiled, uncomplicated lifestyle is one reason why Kansas workers are more productive on the job. And one reason why you should consider Kansas for *your* expansion plans.

For more information on the clear advantages of Kansas, please write or call Roger Christianson, Kansas Department of Economic Development, 503 Kansas Ave., 6th Floor, Topeka, KS 66603. 913-296-3483.

Telex: 437231 KS KDED TPK

KANSAS

CLEAR HORIZONS FOR BUSINESS

There is more to come!

Now that Kansas has a strong advertising campaign underway, KDED intends to continue the momentum. That means strengthening Kansas recognition during the years to come — with direct mail pieces and brochures to complement the advertising program.

It also means continuing to work closely with the Kansas Cavalry and the Kansas Industrial Developers Association calling on corporate leaders around the world on "prospecting missions."

As prospect leads are produced, KDED will work with each company to determine its needs and assist them in finding the best possible Kansas location.

How-to manual for Community Industrial Development.

Of course, the final sale on any new location is made by the community. To assist Kansas communities in their development efforts, the Kansas Department of Economic Development has produced a new manual, **Community Guide to Industrial Development**. Focusing on the development process, it is literally a step-by-step "how to" manual for local development groups. It is available by writing or calling the Development Division of KDED.

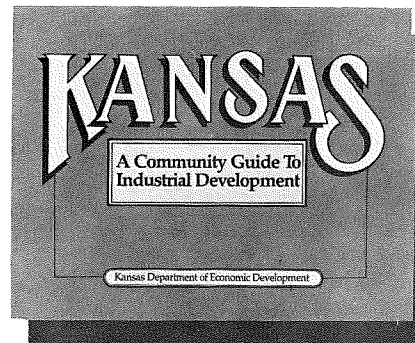
We are also available to assist when a prospect comes to visit your community. We'd be glad to share our experience with you and meet with you and your prospect in a confidential manner to explain the Kansas Industrial Training (KIT) program and other state incentives that can make the sale for your community.

What you can do.

Let us know when your community has a new advantage to promote, such as new industrial sites and available buildings. Help us keep our files current on your community, so we can submit that information to companies interested in a Kansas location.

Finally, feel free to use the Kansas logo and slogan in your own local advertising. It's yours, too. And every use increases prospect awareness for the whole state.

For reproduction slicks of the logo — or for any assistance with industrial development in your community — please call or write Roger Christianson, Director of Development, at the address below.



Kansas Department of Economic Development

503 Kansas Avenue, 6th Floor
Topeka, Kansas 66603
Telephone: 913-296-3483
Telex: 437231 KS KDED TPK

Surprisingly Sophisticated . . .

That's a message the Kansas Department of Economic Development wants corporate leaders across the nation to hear.

Some might be surprised that Kansas has been home to sophisticated technology dependent manufacturers for years and that Kansas is indeed fertile ground for growth of new business and new technology.

This 1/3 page, 4-color ad, using contemporary colors and symbols representative of some of Kansas' existing industry, invites corporate executives to find out about more of the pleasant surprises Kansas has waiting for their companies.

KDED is running this ad in these leading industrial development publications: *Area Development*, *Plants Sites & Parks* and *Business Facilities*. It is also being placed in one of the nation's leading business publications, *Business Week* and a publication serving primarily the entrepreneur and new business venture reader, *Venture*.

KDED is working to sell our state and create more jobs for your community. Ads such as this will lead businesses to discover the advantages offered by Kansas: a trained and skilled work force, excellence in education, favorable business climate and an outstanding quality of life.



Surprisingly Sophisticated

Kansas has been high tech since jet aircraft broke the sound barrier. Even computers and genetic engineering are old hat throughout the state. Our secret? A business climate geared to corporate growth. One of the best educational systems in the U.S. and an enviable quality of life.

KANSAS
For more surprises
on the advantages of
doing business in Kansas,
contact Roger Christianson, Kansas Department of Economic Development,
503 Kansas Ave., 6th Floor, Topeka, KS 66603. 913-296-3483.



Kansas Department of Economic Development

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DEVELOPING

KANSAS

FALL, 1984

Atchison Lands Northwest Pipe

Ground was broken at Atchison's Shannon Industrial Park on August 23rd for Oregon-based Northwest Pipe and Casing (NWPC). NWPC will manufacture a full range of light-weight steel pipes used in water systems, hydro-electric projects, soil conservation slurry lines and corporate farming. The Atchison plant will provide greater market accessibility to the company's largest distributors. Initial employment will be 75 with a total of 150 to 200 people in three years.

Herman Adcox, president of NWPC said, "Through several ranking studies for a plant location, Atchison came up very clearly number one."

Adcox cited several reasons for the choice, such as central location, competitive power utilities nearby, "right-to-work" law, an enterprise zone and the Kansas Industrial Training (KIT) Program, but said, "It was Atchison's 'can do' attitude and philosophy that really made Atchison number one." He complimented city and county government officials, the Atchison Chamber of Commerce, the Atchison Industrial Development Board, the Atchison Area Economic Development Corporation and the Kansas Department of Economic Development, all working together for the company's needs and interest.

Making reference to the graders already clearing the plant site at the groundbreaking, Charles J. Schwartz,



Attending the Northwest Pipe and Casing groundbreaking were, from left to right, Charles J. Schwartz, secretary of the Kansas Department of Economic Development; Steve Gunderson, Idaho First Bank of Boise; Herman Adcox, president of Northwest Pipe; Rich Dickason, president of Atchison Area Economic Development Corporation; Terry Galbreath, general manager for the Atchison plant and Barry Harmon, vice president and comptroller for Northwest Pipe.

secretary of KDED said, this is the noisiest groundbreaking I have ever attended."

NWPC is the first tenant in the recently developed Atchison industrial park. Pat Knoch, executive vice president of the Atchison Chamber of Commerce said of the park's dedication and first ground-

breaking, "We had a plan, we followed it and it worked. We are not done yet, this is only the first part of a long range plan, there is more to come."

The City of Atchison issued \$3 million in industrial revenue bonds for the project.

Heatron Breaks Ground in Leavenworth

Heatron, Inc., manufacturers of industrial heaters used in plastic and construction industries, broke ground on August 3, 1984 in Leavenworth. The firm, relocating from Kansas City, Missouri, will be in production in October.

Heatron will initially employ 35 people in its 18,000 square foot facility, with eventual employment expected to reach 100.

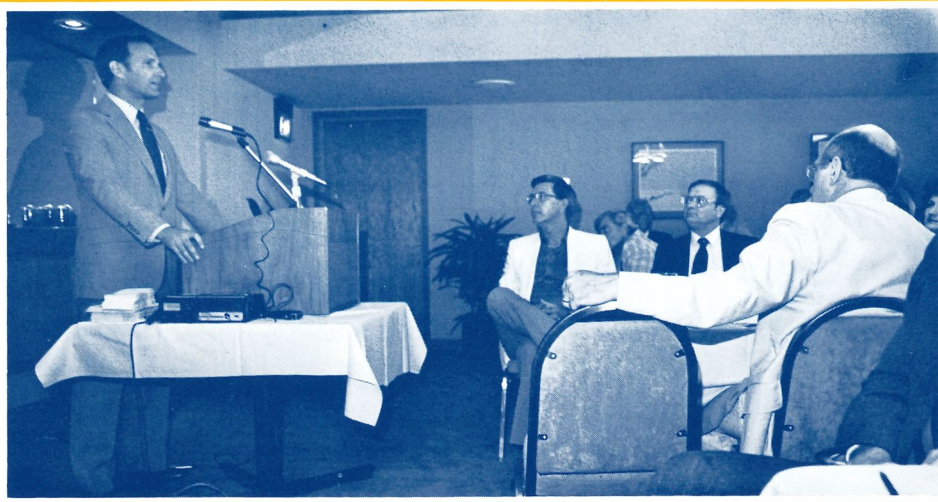
Fred P. Braun, Jr., president of Heatron, praised the cooperative community effort that attracted the firm to Leavenworth. He also thanked Leavenworth Area Development for coordinating the Heatron move.

The city of Leavenworth issued \$400,000 in industrial revenue bonds to facilitate the firm's location in the industrial area in south Leavenworth.



Fred P. Braun, Jr., president of Heatron, Inc. (second from right, front row), joins Leavenworth officials in recent groundbreaking ceremonies.

Kohlman Systems to Locate in Research Park



Kohlman Systems Research, Inc. (KSR) will be the first tenant in the new University, Corporate and Research Park in Lawrence. The announcement was made on July 31, 1984 at a meeting of the Lawrence Chamber Research Park Committee. KSR has purchased 8.3 acres and intends to begin construction in the spring of 1985.

KSR, founded in 1982, provides complete flight testing services to the aviation industry and manufactures aircraft data acquisition systems.

KSR's sister company, Kohlman Aviation, provides aeronautical

engineering consulting services in airplane design and accident investigation. The company also promotes the development, analysis and installation of aircraft ice protection systems.

Both companies see the new building as an integral part of their corporate development. In addition to providing corporate offices, the building will include engineering, computer and light manufacturing facilities for both companies. KSR's flight test operations will remain at Forbes Field, Topeka.

"The new building will be an integral part of our corporate growth in Kansas," David Kohlman, president of Kohlman Systems Research, Inc.

Present at the announcement of Kohlman was Dr. Philips Bradford, director of the Kansas Advanced Technology Commission. Dr. Bradford stated, "This may be a significant turning point in the development of advanced technology industry in Kansas which provides numerous advantages to the people of Kansas. It brings employment at higher levels of skill and education with higher paychecks. These larger paychecks flow into the economy and find their way to supporting more jobs for the lesser skilled as well."

"Developing Kansas" is published quarterly by the Kansas Department of Economic Development, the Kansas Cavalry and the Kansas Industrial Developers Association. Persons interested in obtaining subscription information should write to Cindy Maude, Editor, "Developing Kansas", 503 Kansas Ave., 6th Floor, Topeka, Kansas 66603.

Blind Ad Brings SENTARI to Parsons

Mayor Bill Orr of Parsons took a chance in mid June when he answered a blind ad which asked for a city to help a company ready to start up production. The chance paid off and resulted in SENTARI Communications, a division of Satellite Cable of Kansas City, Missouri, locating its manufacturing facility in Parsons.

Operations will start in October in the Parsons Industrial Park utilizing an existing 15,000 square foot building. SENTARI will employ approximately 50 people initially and increase to 150 by next year.

Mr. Harold Perry, president and chief executive officer stated, "The sales of SENTARI products to the home and commercial satellite television industry are expected to reach \$2.5 million by next spring."

Perry praised the business community of Parsons for its efforts and expertise in bringing the company to Parsons. Jack Groves, executive vice president, Parsons Chamber of Commerce, said, "I feel that the major factor that gave Parsons the edge in bringing this new high-tech industry to the community was the joint effort made by city government, the chamber, Mid-America, Inc. and the business community. Whenever a community is able to bring together all of its resources as was done in this project, it will be successful."

Jim Dahmen, executive vice president of Mid-America, Inc., said, "The location of SENTARI in Parsons demonstrates that Kansas is attractive to electronics and other high technology type companies."

Sallie Mae Establishes Regional Office in Lawrence

The Student Loan Marketing Association (Sallie Mae), the nation's largest investor in insured student loans, has announced plans to establish a new regional student loan servicing facility in Lawrence. The announcement was made at a Lawrence Chamber of Commerce sponsored breakfast for top company officials on August 28.

In making the announcement of its new facility, Sallie Mae president Edward A. Fox said, "Sallie Mae is extremely pleased at the opportunity to become part of the Lawrence community. We selected Lawrence as the site of our new operation because of the excellent business environment the area affords, and because it is centrally located to the areas the new facility will serve."

Sallie Mae has leased 8,000 square feet of office space and expects to begin operations in early October. They will initially employ 15 people, with total employment expected to reach 100 by the end of 1985.

Sallie Mae is a federally chartered

corporation which serves as the major financial intermediary to education credit and the largest single source of student loan funds. The corporation currently owns about \$5 billion of insured student loans. The Lawrence facility will initially handle

Ozark Salad Chooses Baxter Springs

Groundbreaking ceremonies were held September 12, 1984 in the Baxter Springs industrial park for Ozark Salad Company.

The company, which is relocating from Joplin, Missouri, is building a 35,000 square foot building at an estimated cost of \$1.8 million and will start with approximately 40 employees with plans to increase to 75.

Ozark Salad will produce 35 different salad varieties which will be distributed within a 500 mile radius of Baxter Springs.



Ozark Salad expects to employ 40 to 75 in their new facility.

the servicing of student loans purchased by the corporation in Michigan, Texas, Oregon and Missouri.



From left to right, Gary Toebben, executive vice-president, Lawrence Chamber of Commerce; Ed Carter, district manager, Southwestern Bell and Larry Hough, senior vice-president, Sallie Mae, attended the Sallie Mae announcement in Lawrence on August 28th.

Kansas Roll Formers Selects Lawrence

Kansas Roll Formers, Inc., a new company which manufactures steel siding, has chosen Lawrence as the site for a major new manufacturing facility.

Floyd Blair, president of United States Building Products, the sales and marketing arm of Kansas Roll Formers, said that Roll Formers will initially employ 30 people with eventual employment to reach 140.

The company chose Lawrence after a year-long study that included several Kansas visits. Gary Toebben and John Myers of the Lawrence Chamber of Commerce and Bill Thompson of the Kansas Department of Economic Development worked with Blair as he narrowed his selection to Iowa, Missouri and Kansas. Lawrence was chosen for its central location, the pro-business climate of the state of Kansas and the company's need to be within 50 to 60 miles of barge transportation.

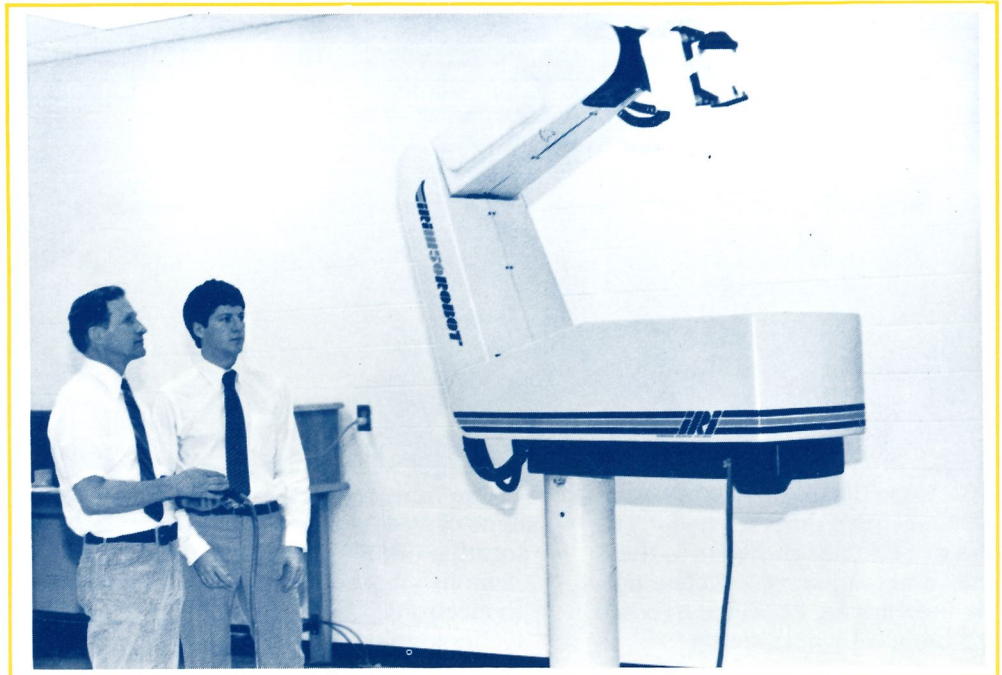
One-Stop Permit Office Eliminates Red Tape

Kansas offers a new incentive to those interested in starting, expanding or moving a business to the state. Prospective businesses will be able to cut through the red tape and paperwork that is usually associated with starting a business by contacting the "One-Stop" clearinghouse located within the Kansas Department of Economic Development.

The One-Stop permit office will provide assistance to those who are interested in starting or expanding a business in Kansas by providing all necessary state applications and forms required by agencies which license, regulate or tax business.

It will also serve as a liaison between entrepreneurs and other state

Robotics Program Underway at Kansas State



Garth Thompson, left, professor of mechanical engineering, and John Rasure, right, graduate student assistant, are involved with industrial robot research.

A new program in robotics is underway at Kansas State University as a result of a cooperative project co-funded by the Kansas Advanced Technology Commission, Motorola Corp., Armco Steel Corp. and International Robomation Intelligence, Inc., the robot's manufacturer.

The K-State program is focused on a large-scale industrial robot, able to lift 50 pounds, which is being used in two research projects. It will also be utilized to develop other programs in high technology that will benefit Kansas industries.

One research project involves the development of a model-reference adaptive control system. The robot must be able to respond smoothly and promptly, no matter what the load or position of the arm. "In order for the robot to move smoothly

under these varying conditions it is necessary to adjust the control system parameters to correspond to the conditions," said Garth Thompson, professor of mechanical engineering, who is one of the people directing the research.

The second study will center on the computerized vision system, which consists of cameras with lenses that focus images on arrays of sensors, allowing the robot to "see" an object and its location in relation to a task. The project is based on stereoscopic imaging technique which permits the location of objects in three dimensional space.

According to Thompson, further robotics studies are planned in the areas of artificial intelligence, computer control and industrial automation.

agencies and departments, provide information on state programs or incentives to eligible businesses, offer "one-stop" permit services to existing Kansas businesses and provide information on state resources which

can offer assistance.

For more information or assistance, contact: Gordon Criswell, Kansas Department of Economic Development, 503 Kansas Avenue, 6th Floor, Topeka, KS 66603, (913) 296-3483.

Reno County Innovative Business Retention Program

While many economic developers work toward landing new industry, the Existing Business/Industry Task Force of the Reno County Economic Development Council places equal emphasis on business retention.

In addition to their ongoing visitation program where volunteers call on businesses and industries to gain information about expansion plans, address problems and ask about the advantages of being in Reno County, the Task Force has recently completed its fall Career Discovery Day.

Career Discovery Day is a cooperative event of the area schools and

business/industries. This fall approximately 110 teachers from Hutchinson elementary schools toured Reno County businesses and industries to learn first hand the educational requirements and skills needed to perform the variety of jobs in Reno County. This will aid these teachers when discussing career paths with their students and will result in more area youth preparing for career opportunities in Reno County.

The visitation program and Career Discovery Day are excellent tools in the area of business retention and provide an insight into the needs of existing companies.

KDED Opens Field Office in Southwest Kansas



Martin Miller will staff KDED's second field office in southwest Kansas in November. KDED currently operates a northwest Kansas field office in Hill City.

Miller, who joined KDED in August, will be providing economic development assistance to the people of southwest Kansas in the areas of industrial development, travel and tourism and community development. He will be working with area chambers of commerce, cities and existing industry and serving as a communication link between them and KDED.

Miller holds a B.S. in Business Marketing from Kansas State University.

Sumner County Hopes to Spark Some Interest

The Sumner County Economic Development Committee has developed a new promotional campaign to "spark the interest" of prospective businesses to take a look at Sumner County as a location for their company.

The campaign includes a package of Sparkie's Sure Lite Fire Starter, produced in Wellington by Proten Products Company, and a brochure inviting a response.

Vivian Hay, director of the Sumner County Economic Development Committee, said they received a response five days after their first mailing. They plan to send out approximately ten packages a week to businesses in Kansas and across the nation.

The brochure suggests that the recipient "keep the gift as a reminder of this hot tip. . . PEOPLE AND THE ECONOMY ARE HEALTHIER IN SUMNER COUNTY, KANSAS."

Beef Packing Booming in Kansas

A national survey of top beef processors, released in July by *Meat Industry* magazine, showed two Kansas-based firms, Excel and Val-Agri, in the list of the nation's top ten beef packers. Two other top ten packers, IBP and Dubuque have major operations in the state.

Val-Agri's most recent expansion resulted in the capacity to slaughter 3,000 cattle a day and an increase in employment from 800 to 1,000 workers in Garden City.

IBP's construction of the world's largest beef processing facility northwest of Garden City has the capacity to slaughter 5,000 cattle a day and employs 2,100 workers. IBP also operates a plant in Emporia.

The Wichita-based Excel's beef complex in Dodge City processes 3,800 head a day and employs 1,200 workers.

Two other Kansas beef packers, Hyplains Dressed Beef in Dodge City and National Beef in Liberal, have also undergone recent expansions.

With these recent expansions, the number of cattle slaughtered in Kansas has risen 63 percent in the last five years, from 2.9 million head in 1978 to 4.7 million in 1983, causing Kansas to rise into the third place on the list of leading beef packing states. Packers like Kansas because of its high concentrations of cattle and its central location.

**Don't
It Just
Burn You
Up!**



Governor He Pays Lan



Present for opening ceremonies of the Chinese Exhibit at the Kansas State Fair were from left to right, Harland Priddle, secretary, Department of Agriculture; John Oswald, president, State Fair Board; Senator Nancy Kassebaum; Mrs. Karen Carlin; Governor John Carlin; Governor He and Minister Hu.

One of the highlights of the visit was the official opening of the first international trade exhibition at the Kansas State Fair in Hutchinson on September 8th. The exhibition, opened by Governor Carlin and Governor He, represents a joint effort between Kansas government, the State Fair Board and Henan Provincial officials. Described as the "first-ever international exhibition" at the State Fair, Henan Province sent a 27 member delegation to support the exhibit. On sale in the exhibition were

Great strides were made in relations between Kansas and China when Governor He Zhuhan of the Henan Province arrived in Kansas for a week long visit on September 5, 1984. The visit was a direct result of the invitation extended by Governor Carlin on his visit to China in June of 1984. Henan and Kansas have a sister state agreement to promote cultural, educational and commercial agreements.

Accompanying Governor He on the visit were provincial trade and economic development representatives from the Chinese government. Also in attendance were Minister Hu and Madame Xie from the Embassy of the People's Republic of China in Washington D.C. The Chinese delegation used time in Kansas to continue discussions with business interests and government officials in the state which were initiated on the recent trip to China when letters of intent were signed by the Chinese and six Kansas businessmen. The Chinese also took time to see some of their sister state.

On September 6th, the Chinese Delegation was welcomed to Kansas with official ceremonies in Topeka. The welcoming program included formal recognition and brief remarks at a ceremony on the south steps of the Statehouse, a meeting with Governor Carlin and briefings for the

Chinese Delegation by members of the Governor's cabinet. A state banquet in honor of the visiting delegation was held Thursday evening.



From left to right, Governor He, Governor Carlin, Minister Hu and members of the Chinese Delegation attended welcoming ceremonies on September 6th.



Governor He and members of the Chinese Delegation were hosted by Dr. Deyoe, director of the Grain Science and Industry Department at Kansas State University, on a tour of the department.

Landmark Visit to Kansas

A business luncheon was held with the Chinese Delegation and Kansas businessmen.



products and crafts which were produced in Henan, including jade carvings, textiles, jewelry, tools, clothing and glazed pottery. The exhibit was a huge success with many of the available items being sold early in the exhibition.

Included in the Governor's tour of Kansas were visits to the University of Kansas, the K.U. Medical Center, Kansas State University, Kansas Power and Light's Jeffrey Energy Center, Packer Plastics in Lawrence, Cessna Aircraft Company, Wichita,

Krause Plow and the Kansas Cosmosphere in Hutchinson, Governor Carlin's family farm in Smolan and the Turner School District in Kansas City.

On Monday, September 10th, a

farewell luncheon was held for the Governor's delegation at Cedar Crest, Governor Carlin's official residence.

The Chinese Exhibit was a major attraction at the Kansas State Fair.



Governor He was the guest of honor at the State Banquet in Topeka.



Bill Wall (far right), president and chief executive officer of KPL, conducted a tour of the Jeffrey Energy Center for Governor He and his delegation.



Gene Budig, chancellor of the University of Kansas, met with the Chinese at KU.

KIDA Holds Fall Conference

The Kansas Industrial Developers Association (KIDA) held its Fall Workshop and Annual Meeting on September 6-7 at the Doubletree Hotel in Overland Park. Approximately 90 members of KIDA attended the conference.

Bob Whitworth, president of the Salina Chamber of Commerce and KIDA president presided over the conference and business meeting which included election of officers and board of directors. The following were elected as officers of KIDA for 1984-85: President, Dale Stinson, president and CEO of the Emporia Chamber of Commerce; First Vice President, Carol Wiebe, director, Hillsboro Development Corporation; Second Vice President, Gary Toebben, executive vice president, Lawrence Chamber of Commerce; Secretary/Treasurer, Jim Edwards, Kansas Chamber of Commerce and Industry and Immediate Past President, Bob Whitworth, Salina. Newly elected board members include: Dara Longgear, director, Arkansas City Development Council; Jim Dahmen, executive director, Mid-America, Inc.; Leroy Lyon, development director, Northwest Planning and Develop-

ment Commission and Larry Danielson, vice president for economic development, Wichita Chamber of Commerce.

Featured speakers of the conference included: Ed Eilert, mayor of Overland Park; William J. Argo, president of the Southern Industrial Development Council and Linda Thornton, director of economic and social sciences, Midwest Research Institute.

A panel presentation on the future of Industrial Revenue Bonds was conducted by Ray Barmby, vice president, Columbian Securities Corporation, Kansas City, Rich Becker, mayor of Lenexa and Jackie DeLong, special assistant to the secretary of the Kansas Department of Economic Development (KDED).

A special presentation by the staff of KDED covered their program of work for 1985 and upcoming Kansas Cavalry missions and programs.

Those attending the conference were given the opportunity to gain knowledge, some new ideas and share with one another their concerns in the area of economic development for the State of Kansas.

The next KIDA conference is scheduled for March 4-5, 1985 in Topeka.

Howard Woodward, Hutchinson, received a scholarship check to attend the Basic Economic Development Course at the KIDA Meeting. John Majerus, chairman of the KIDA scholarship committee, presented the check.



Bob Whitworth, immediate past president of KIDA, was presented with a plaque in appreciation of his term as president. Dale Stinson, president of KIDA, presented the plaque.



The purpose of KIDA shall be to assure a continuing healthy economy for the state of Kansas by encouraging the promotion of, and expansion of, employment opportunities and a broadening of the tax base through the expansion of existing industry and the attraction of additional new industry to the State. KIDA also strives to improve the quality of the practice of economic development, professional and ethical conduct and through educational programs, to enhance the competence of those engaged in economic development promotion.

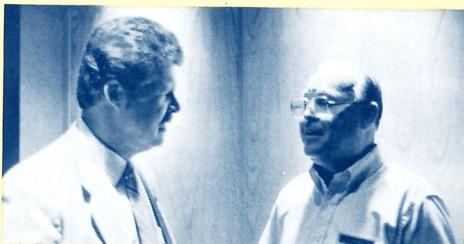


Participants in the panel discussion on the future of IRB's included Rich Becker, mayor of Olathe, Jackie DeLong, special assistant to the secretary, KDED and Ray Barmby, vice president Columbian Securities Corporation, Kansas City.

KIDA Conference



Jerry Coonrod, Topeka, and Frank Becker, El Dorado.



Nelson Hall, Wichita, and Howard Fox, Wichita.



Kirk Baughn, El Dorado, and Ted Kauffman, Topeka.

Roger Christianson, Topeka, Bill Martin, Leavenworth, and Patrick Michaelis, Council Grove.



Cavalry Schedules Program of Work

The Board of Directors of the Kansas Cavalry has recently established their program of work for 1985. The proposed program includes a major prospecting mission to Chicago in May of 1985.

The mission to Chicago will be led by Governor Carlin and will include a luncheon for corporate executives in the Chicago area and personal calls made by Cavalry members to business and industry in the area.

Other Cavalry prospecting missions include trips to Philadelphia, Canada, the Great Lakes area, an Embassy reception in conjunction with the KCCI Congressional Dinner in Wash-

ington D.C. and hosting the Industrial Development Research Council in San Diego.

The Cavalry will again participate in Industry Appreciation Week which is scheduled for June 4 - 9, 1985, by making calls to industries in their community, presenting certificates of appreciation and supporting their local chambers of commerce in their industry appreciation efforts.

The Annual Cavalry Encampment will be held June 6, 1985, in Overland Park and will feature some additional activities including workshops which should be helpful to all Cavalry members.

IRB Task Force to Make Recommendations to Governor

A Task Force has been formed to provide input into the development of an allocation formula for the issuance of private activity bonds in Kansas, held its first meeting on October 10, 1984.

The Deficit Reduction Act of 1984, which was signed into law by the President in July of this year, limits the amount of industrial revenue bonds and student loan bonds which may be issued within each state to \$150 per resident per year. The approximately \$360 million allocation for Kansas must be distributed according to federal regulations, but authority by the Governor to promulgate a different allocation method is provided in the Act. Governor Carlin's Executive Order of July 24, 1984 allowed Kansas cities and counties to continue issuing bonds in 1984

as in the past. The Governor will issue a new Executive Order for 1985 which stipulates the method of allocating the new volume cap.

Without the Governor's action, complex federal allocation rules will go into effect. These rules will substantially hinder the ability of Kansas cities and counties to issue industrial revenue bonds for economic development projects in the state.

The purpose of the Task Force is to examine all viewpoints and recommend to the Governor the most beneficial way to allocate the use of private activity bonds.

For more information contact Jackie DeLong, special assistant to the Secretary, Kansas Department of Economic Development, (913) 296-3481.



The Kansas Cavalry is a group of businessmen and women serving as the ambassador corps of the State of Kansas. The group fosters the economic growth of the state by encouraging development of industry in Kansas through cooperative efforts with KDED on prospecting trips worldwide and hosting visiting industrial prospects. Growth within the state is encouraged by Cavalry members calling on local industries in their communities. The Cavalry recognizes our state's future rests on the development of the Kansas economy.

EXPANSIONS

Micro-Lite Million Dollar Expansion in Chanute

Micro-Lite, Inc., a company which mines Smectite-Vermiculite, an ingredient for the feed industry, has announced an expansion of their facility in Chanute. The company ships its product to 20 states and overseas.

Gerald Winterscheidt, general manager of Micro-Lite, Inc., says of his firm's expansion, "We will increase employment by 20% and production by 50%."

Kansa Corporation Expands in Emporia

Kansa Corporation, manufacturers of a variety of newspaper equipment, including insertion machines, vending racks, utility trucks and padding machines, has purchased a 13-acre tract of land in Emporia's Industrial Park II and has begun construction of a 40,000 square foot building.

The relocation and expansion will add an additional 25 employees to Kansa Corporation.

Mobil Oil Makes Improvements in Kansas City

Mobil Oil Corporation will invest \$8 million to modernize its lubricant blending plant in the Fairfax Industrial District in Kansas City, Kansas.

The plant is a major supply source of motor oils for passenger cars and

truck fleets and industrial lubricants to key industries and agriculture in Kansas, Nebraska, Wyoming, Colorado and western portions of Missouri and Iowa.

Robert R. Kaemmer, manager of Mobil's Midwest Commercial Division, said, "Mobil has been supplying lubricants to this area for more than 50 years, and this major investment in our Kansas City plant is a concrete commitment to be here many more years."

Most of the \$8 million will be used to expand the warehouse from 20,000 to 50,000 square feet, build new storage tanks, install faster blending and canning equipment and add a third boiler.

Construction should be complete by the end of 1985 on Mobil's expansion. The work force will remain at 59 people.

The United Corporation Breaks Ground in Topeka

The United Corporation, manufacturers of metal recycling furnaces, broke ground on its new facility July 23rd in Topeka.

The company, relocating from its existing Topeka plant, plans to begin production in their new facility at the Topeka Industrial Park by December, 1984.

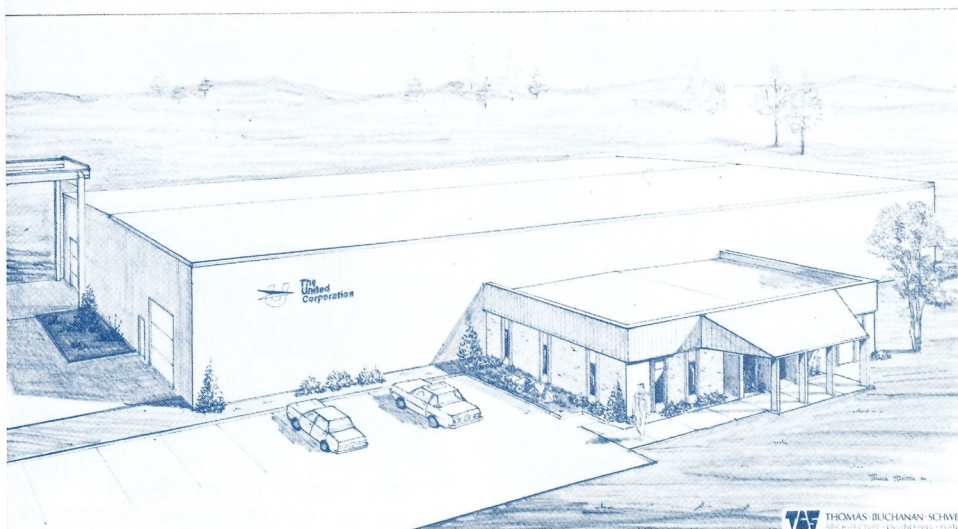
Philips Expansion Will Create Over 100 New Jobs in Parsons

Philips Industries, Inc. has chosen Parsons for consolidation and expansion of its Ruskin Manufacturing subsidiary. The consolidation will mean an increase from 105 employees to more than 230 people by the end of a year in Parsons and an expansion of the existing building.

Tom Hill, president of Ruskin Manufacturing in Grandview, Missouri, said that when the company began its search last year the final decision was between Parsons and Ponca City, Oklahoma. Parsons was chosen for several reasons, Hill said. "We've been here for 20 years and we have a large base of trained people to train new people. The work ethic in Parsons is great—it's a nice place to be."

The Parsons decision came after months of negotiations between the city, Mid-America, Inc., the Kansas Department of Economic Development and Philips Industries.

Kelly Pettit, president of The United Corporation, expects employment to increase from its current 21 people to 45 over the next two years.



United Corporation will locate in the Topeka Industrial Park.

Economic Development Grants Awarded

Governor John Carlin announced August 16th that three Kansas communities, Atchison, Osage City, and Spring Hill, will receive Economic Development grants totaling \$1.5 million made available through the Small Cities Community Development Block Grant Program administered through the Kansas Department of Economic Development. The injection of \$1.5 million of public monies in the three projects will leverage approximately \$15.2 million in private sector investment and will create 810 new jobs within an eighteen month period.

The City of Atchison received a grant offer of \$500,000 to complete a \$5.7 million funding package which will enable Northwest Pipe and Casing of Kansas, Inc. (NWPC) to locate an expansion plant in Atchison's Shannon Industrial Park. NWPC, which manufactures a full range of light-weight steel pipes used in water systems, hydro-electric projects, soil conservation slurry lines and corporate farming, currently operates in Clackamas, Oregon. The Atchison plant will provide greater market accessibility to the company's largest distributors and create approximately 150 permanent jobs within eighteen months.

To facilitate the location of a manufactured housing plant to be constructed in their Airport Industrial Park by a joint-venture partnership between the J.C. Nichols Company and Marley Continental Homes of Kansas, Osage City has received a grant offer of \$495,000 to be used for extending water and sewer services to the selected site. The new facility, which will manufacture pre-assembled modules that will be marketed within a 250-mile radius of the plant, will create approximately 180 permanent jobs within eighteen months and will leverage \$7 million in private sector investment.

The city of Spring Hill received a grant offer of \$500,000 to complete a \$3.5 million funding package to enable Birdview Satellite Communica-

Communities Recognized on PRIDE Day

Fifty cash awards were presented by Governor John Carlin to outstanding Kansas communities who participated in the 1984 PRIDE Program during the state's Fourteenth Annual PRIDE Day Workshop and Awards Banquet on October 20, 1984, at the Bicentennial Center in Salina.

Cash awards were presented to Kansas communities on the basis of their community improvement activities during the 1984 PRIDE year. The community awards were given based upon the decisions of five experienced judging teams that visited the communities in late September. The winning communities competed with other communities in their population category for the cash awards.

Winners of the first place cash award in each population category received \$500 and \$400 was given to the second place winners. Third, fourth, and fifth place winners received \$300, \$200, and \$100 respectively. Youth awards were also made with \$50 being awarded to first place winners, \$30 to second place winners and \$20 to third place winners. Meritorious achievement awards (\$25 each) were given to those communities with good programs, but not ranked among the finalists.

In addition, five communities received a special award for community outreach, seventeen communities received crime prevention awards, and five newspapers received awards for outstanding achievement in promoting the ideals of PRIDE through the news media. The 1984 PRIDE awards were as follows:

CASH AWARDS

Population 0 - 400—First, Formoso; second, Jennings; third, Alden; fourth, Courtland; and fifth, Haddam. Youth Awards—First, Rexford and second, Galesburg.

tions, Inc. to locate a manufacturing facility in the city's new industrial park. Birdview, a hi-tech firm which designs and manufactures satellite receiving stations and related apparatus, has committed to create 500 permanent jobs within eighteen months.

Population 401 - 700—First, Spearville; second, Bird City; third, Grinnell; fourth, Westmoreland; and fifth, Effingham. Youth Awards—First, Grinnell; second, Bennington; and third, Little River.

Population 701 - 1,400—First, Sharon Springs; second, Wakefield; third, Ashland; fourth, Haviland; and fifth, Burrton. Youth Awards—First, Onaga/Neuchatel.

Population 1,401 - 5,000—First, Osawatometie; second, Marysville; third, Garnett; fourth, Oberlin; and fifth, Erie. Youth Awards—First, Marysville; second, Osawatometie; and third, Baxter Springs.

Population 5,001 - UP—First, Fort Scott; second, Dodge City; third, Atchison; fourth, Goodland; and fifth, Independence. Youth Awards—First, Fort Scott; second, Pittsburg; and third, Goodland.

MERITORIOUS ACHIEVEMENT AWARDS

St. George	Cherryvale
Little River	Columbus
Macksville	Baxter Springs
Conway Springs	Scott City
Oskaloosa	Parsons
Ogden	Pittsburg

COMMUNITY OUTREACH AWARDS

Alden	Atchison
Erie	Dodge City
Fort Scott	

CRIME PREVENTION AWARDS Excellence

Burrton
Ogden

Merit

Courtland	Garnett
Jennings	Cherryvale
Little River	Marysville
Grinnell	Oberlin
Macksville	Fort Scott
Effingham	Dodge City
Ashland	Goodland
Osawatometie	

NEWSPAPER AWARDS

Courtland Journal
Spearville News
Clark County Clipper
Garnett Review
Atchison Daily Globe

DEVELOPING



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Topeka, KS 66603

Bulk Rate
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Tax Commission to Recommend Changes to Kansas Tax Structure

The Kansas Tax Review Commission, chaired by Lieutenant Governor Thomas R. Docking, was initiated in October of 1983 to conduct a review of the Kansas tax structure and make recommendations to the Governor for revisions in the tax structure to reflect changes in the Kansas economy and tax base. The

Commission is made up of 12 experts from across the state in the fields of tax law and accounting, business, agriculture, labor, finance, and education.

The Tax Commission, whose main purpose is to make recommendations concerning the short-term and long-term direction of state tax policy, is reviewing all sources of tax revenue.

Economic Outlook Conference to be Held in October

The outlook for the 1985 national economy and recent developments in the Kansas economy will be the main topics covered at the Economic Outlook Conference, sponsored by the Institute of Economic and Business Research (IEBR) and the Kansas Department of Economic Development at the University of Kansas Union on October 26th.

Dr. Rudolph Penner, director of the Congressional Budget office, and Dr. Thomas Sargent, professor of economics at the University of Min-

nesota and Advisor to the Federal Reserve Board of Minnesota, will be the featured speakers on the national economy. Dr. Anthony Redwood, director for IEBR, will speak on the Kansas economy.

Panel sessions on Issues in Kansas Banking and Issues in the Kansas Property Tax will also be conducted.

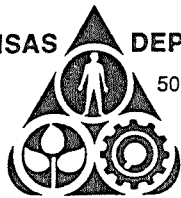
The registration fee, which includes lunch and conference materials, is \$30. For further information call Rebecca Claycamp at (913) 864-3123.

Reviews are complete in several areas and recommendations will be made to the Governor by the summer of 1985.

Special presentations and recommendations have been made by several groups, including the Kansas Department of Economic Development, the Kansas Chamber of Commerce and Industry, and the Kansas Department of Revenue. Representatives from the State of Arkansas conducted a day-long presentation at the Commission's most recent meeting on September 28th in Wichita dealing with their recently adopted approach to property taxation, which is one of the areas the Commission will examine.

Some of the Commission's discussions have centered around the relationship of taxation to economic development. When asked about this relationship, Lieutenant Governor Docking said, "It is a major concern of our Commission. I think it is safe to say that it will be one of our principle objectives to address this relationship, in the hopes that the recommendations we come up with enhance the environment for economic development in our state."

The Tax Commission's next meeting will be held in Hays on October 25, 1984, where the property tax issue will continue to be reviewed.



M E M O R A N D U M

TO: Roger Christianson
 SUBJECT: FY1984 Annual Report

FROM: Stephen Frayser *SF*
 DATE: July 30, 1984

The year end report for FY1984 reflects a general upturn in prospect activity with a 45% increase in visits to Kansas by companies or international contacts and an almost 50% increase in the number of prospect files over last year. For general organizational purposes this memo is divided into four general categories: Marketing Activities, Results, General Assistance and In House Training/Other Activities.

MARKETING ACTIVITIES

Marketing efforts continued to center around out of state prospecting trips by the Kansas Cavalry or staff trips by KDED personnel and media advertising confined largely to the major industrial development magazines. The analysis of our advertising program will be dealt with in a separate report since ad results are not included in our performance indicators.

FY1984 was the first year that KDED undertook independent staff prospecting trips to smaller markets that would not justify conducting a Kansas Cavalry Mission. Preliminary results have been encouraging and support their continuation.

<u>TRIP</u>	<u>CONTACTS</u>	<u>PROSPECTS</u>	<u>SUSPECTS</u>
1. Colorado	10	0	2
2. Iowa	7	3	1
3. St. Louis	6	1	0
4. Seattle/Vancouver	8	1	4
	<u>31</u>	<u>5</u>	<u>7</u>

The Kansas Cavalry had another successful year, highlighted by major missions led by Governor Carlin to New York and Europe. Although no new firms announced during FY1984 as a result of Cavalry contacts, 2 companies are currently actively negotiating for property in Kansas and at least 1 major new announcement can be anticipated during calendar year 1984.

<u>MISSION</u>	<u>CONTACTS</u>	<u>PROSPECTS</u>	<u>SUSPECTS</u>
1. Winnipeg	6	2	3
2. New York	70	6	6
3. Minnesota	19	5	7
4. Washington, D.C.	16	4	3
5. Europe	34	13	16
	<u>145</u>	<u>30</u>	<u>35</u>

Total personal contacts made by Kansas representatives during FY1984 totaled 176, resulting in 35 prospects and 42 suspects.

As part of the effort to measure the number of contacts made by KDED with interested companies and investment contacts, records are kept of the number of location related materials mailed out. Records are inexact at best but do provide an approximate indicator of activity.

<u>PIECE</u>	<u>TOTAL MAILED</u>
1. Kansas Data for Site Selection	970
2. Kansas Export Directory	350

RESULTS

The number of active prospect files has increased dramatically from 110 in FY1983 to 161 in FY1984, reflecting the general upturn of the U.S. economy. The numbers of prospects generated by each source may not always correspond to numbers listed elsewhere in this memo because of the constantly changing status of company files.

<u>SOURCE</u>	<u>TOTAL PROSPECTS</u>	<u>DOMESTIC PROSPECTS</u>	<u>INT'L. PROSPECTS</u>
1. Direct contact initiated by co.	93 (58%)	60 (59%)	35 (56%)
2. Advertising	23 (14%)	20 (20%)	3 (5%)
3. Cavalry Missions	33 (20%)	12 (12%)	21 (36%)
4. KDED staff trips	6 (4%)	4 (4%)	2 (3%)
5. Referrals or exclusives from communities	6 (4%)	6 (5%)	0
TOTAL	161	102 (63%)	59 (37%)

The total number of in-state visits is up by about 45% over FY1984 increasing from 46 to a projected 67. Visits were made by a total of 32 U.S. firms (48 visits) and 16 international firms or contacts (19 visits). Of the 48 companies or contacts visiting Kansas during FY1984, 32 initiated contacts with KDED (68%), 1 was as a result of advertising (2%), 8 came from Cavalry Missions (17%) and 6 were referrals or community exclusives (13%).

IN-STATE VISITS (FY1984)

1st Quarter - 14
 July - 5
 August - 4
 September - 5

2nd Quarter - 3
 October - 0
 November - 1
 December - 2

3rd Quarter - 27
 January - 6
 February - 8
 March - 13

4th Quarter - 23
 April - 13
 May - 5
 June - 5

IN-STATE VISITS (FY1983)

1st Quarter - 12
 July - 5
 August - 4
 September - 3

2nd Quarter - 8
 October - 4
 November - 3
 December - 1

3rd Quarter - 14
 January - 3
 February - 4
 March - 7

4th Quarter - 12
 April - 1
 May - 9
 June - 2

A total of 32 Kansas communities were visited during FY1984. The market still was oriented toward the acquisition of existing buildings, however, during the 4th Quarter a marked increase of interest in new construction was noted. Perhaps 20% of those prospects contacted during the 4th Quarter were willing to consider new construction, an approximate doubling over the previous 21 months average.

It should be noted that the sum of community visits will exceed the actual number of company visits as a result of most firms touring more than one town on each trip.

Communities Visited/Total Visits

- | | | |
|---------------------|----------------------------|-----------------------|
| 1. In Office - 20 | 11. Ellsworth - 4 | 21. Maize - 2 |
| 2. Kansas City - 15 | 12. Jo. Co. ID Airport - 4 | 22. Shawnee - 2 |
| 3. Wichita - 13 | 13. Ottawa - 4 | 23. Independence - 1 |
| 4. Lawrence - 10 | 14. Hutchinson - 3 | 24. Junction City - 1 |
| 5. Lenexa - 7 | 15. Iola - 3 | 25. McPherson - 1 |
| 6. Topeka - 7 | 16. Atchison - 2 | 26. Neodesha - 1 |
| 7. Leavenworth - 6 | 17. Baxter Springs - 2 | 27. Oswego - 1 |
| 8. Manhattan - 6 | 18. Bonner Springs - 2 | 28. Overland Park - 1 |
| 9. Olathe - 6 | 19. Edwardsville - 2 | 29. Parsons - 1 |
| 10. Salina - 6 | 20. Elwood - 2 | 30. Pittsburg - 1 |
| | | 31. Russell - 1 |
| | | 32. Seneca - 1 |

Although not a part of our performance indicators due to the lack of control over final decision making, the total number of new firms announcing during FY1984 which received assistance from KDED is a matter of interest. During the past fiscal year 8 manufacturers and 3 distribution centers, located in Kansas at least in part because of KDED assistance creating 998 new jobs and investment in excess of \$41 million. A seventh manufacturing firm will be announcing the location of a new \$4 million facility which will employ approximately 100 people.

<u>COMPANY</u>	<u>COMMUNITY</u>	<u>EMPLOYMENT</u>	<u>INVESTMENT</u>
1. Ruskin Division, Philips Ind.	Parsons	125	\$3.5 million
2. Enders Tool	Lenexa	15	NA
3. GFV Communications	Wichita	178	\$23 million
4. PALCO Industries	Baxter Springs	75	NA
5. J.L. Pummill & Sons	Lenexa	25	\$2 million
6. Ashland Chemical	Lenexa	5	NA
7. Sunrise Packaging	Wichita	55	\$2.5 million
8. Thomas Nelson Publishing	Olathe	200	NA
9. Schlage Lock	Lenexa	20	NA
10. Marley Continental Homes	Osage City	300	\$10 million
11. Chormac International	Overland Park	998	\$41 million
	<u>GENERAL ASSISTANCE</u>	25 1,023	NA \$41 million

During FY1984 the International Development Section of the Division undertook an aggressive campaign to increase the awareness by Kansas industry of the potential offered by export trade. As a result of KDED initiated activities 30 new Kansas companies received export trade counselling and 8,053 international trade leads were sent to Kansas firms.

In an effort to increase the industrial development capabilities of Kansas cities, 4 community evaluations were completed and a fifth started. During the course of the year Development Division personnel responded to some 200 requests for technical assistance, other than general research, from Kansas towns. In addition, KDED sponsored economic development workshops for community volunteers in Northwest and Southeast Kansas.

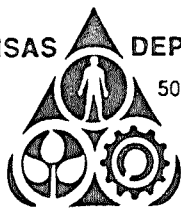
Utilization of the KIT program showed marked increase over FY1982. During FY1983, 18 companies participated in KIT funded programs training 503 workers, up from 3 firms and 178 trainees the previous year.

IN HOUSE TRAINING/OTHER ACTIVITIES

In an effort to maintain our competitive edge, KDED staff participated in AEDC sponsored seminars on high-technology industry recruitment and industrial development marketing as well as two conferences sponsored by the Industrial Development Research Council. KDED staff also received briefings from the Santa Fe Railroad and Menninger Foundation on their activities.

Roger Christianson
July 30, 1984
Page Five

In order to maintain an ongoing understanding of the programs and advantages offered by Kansas communities, KDED staff participated in locally sponsored tours of Southeast Kansas, Hutchinson and Topeka. Development Division staff also participated in the second annual Lenexa Real Estate Fair.



M E M O R A N D U M

TO: Roger Christianson
 SUBJECT: Year End Figures

FROM: Steve Frayser *SF*
 DATE: December 30, 1983

The year end totals of 1983 in-state visits were about 1/3 higher than 1982. Total visits for 1983 were 43 (37 domestic and 6 international). Year end totals for 1982 were 32 visits (19 domestic and 13 international).

A total of 32 communities were visited. The sum of community visits will be greater than the total number of in-state visits since firms in most instances were in more than one town during a trip. Towns and total visitations in descending order are:

- | | | |
|-----------------------|----------------------|--------------------------|
| 1. Kansas City-12 | 12. Maize-3 | 23. Ellsworth-1 |
| 2. In office visits-7 | 13. Ottawa-3 | 24. Greensburg-1 |
| 3. Olathe-7 | 14. Shawnee-3 | 25. Halstead-1 |
| 4. Topeka-7 | 15. Bonner Springs-2 | 26. Hiawatha-1 |
| 5. Hutchinson-5 | 16. Coffeyville-2 | 27. Independence-1 |
| 6. Lawrence-5 | 17. Junction City-2 | 28. Jo. Co. ID Airport-1 |
| 7. Lenexa-5 | 18. Overland Park-2 | 29. Manhattan-1 |
| 8. Atchison-4 | 19. Wichita-2 | 30. McPherson-1 |
| 9. Salina-4 | 20. DeSoto-1 | 31. Newton-1 |
| 10. Elwood-3 | 21. Dodge City-1 | 32. Pratt-1 |
| 11. Leavenworth-3 | 22. Edwardsville-1 | 33. Wellsville-1 |

During 1983, KDED was involved with 13 firms which opened Kansas operations. The new firms represent a start-up employment of 725, with a future total of 1,637, and an investment of \$25,750,000.

Companies with which KDED was involved, the community in which they located and the source of the firm are listed below.

<u>FIRM</u>	<u>COMMUNITY</u>	<u>SOURCE</u>
1. Northwest Pipe & Casing	Atchison	Call in
2. A.J.M. Packaging	Kansas City	Cavalry
3. Western Commerce	Kansas City	Call in
4. Tasty Frozen Products	Lenexa	Call in
5. Mid-Continent Cabinetry	Newton	Cavalry
6. Acrometals Companies	Olathe	Cavalry

<u>FIRM</u>	<u>COMMUNITY</u>	<u>SOURCE</u>
7. Aldi Foods	Olathe	Call in
8. U.S. Supply Co.	Olathe	Referral
9. Wattmaster	Olathe	Call in
10. Burlington Northern Railroad	Overland Park	Referral
11. Hyman Freightways	Wichita	Walk in
12. Sunrise Packaging	Wichita	Local Prospect
13. Thomas Nelson Publishing	Olathe	Call in

The Kansas Cavalry had an active and successful 1983. Three firms contacted during 1982, announced locations in Kansas and the stage was set for another busy year in 1984. During 1983, the Cavalry conducted 3 Missions making personal contact with 128 firms. Of that number 17 had active projects and could be termed prospects, while 11 had an active interest in Kansas for future investment and were classified as suspects.

<u>MISSION</u>	<u>CONTACTS</u>	<u>PROSPECTS</u>	<u>SUSPECTS</u>
Chicago	52	9	2
Winnipeg	6	2	3
New York	70	6	6
	<u>128</u>	<u>17</u>	<u>11</u>

In addition to Kansas Cavalry Missions, KDED staff made 2 trips during 1983 to Iowa and Colorado. A total of 17 firms were contacted resulting in 3 prospects and 3 suspects.

<u>TRIP</u>	<u>CONTACTS</u>	<u>PROSPECTS</u>	<u>SUSPECTS</u>
Iowa	7	3	1
Colorado	10	3	2
	<u>17</u>	<u>3</u>	<u>3</u>

Results from the advertising program will be presented in a separate report.



M E M O R A N D U M

TO: Roger Christianson

FROM: Bill Thompson *Bill*

RE: Status of KIT Program - FY85

DATE: December 3, 1984

As of December 3, 1984, the following training programs are in various stages of completion:

<u>Company</u>	<u>Town</u>	<u>KDED</u>	<u>Voc-Ed</u>	<u># Trainees</u>	<u>Status</u>
Palco, Inc.	Baxter Springs	\$ -0-	\$ 37,278	24	Project underway
Midland Berg, Inc.	Iola	6,315	42,300	56	Project underway
Philips Industries	Parsons	25,200	27,216	120	Project underway
Chermac International	Overland Park	6,156	7,506	10	Project underway
Student Loan Marketing Assoc., Inc.	Lawrence	15,275	24,257	61	Project underway
Val-Agri	Garden City	7,300	24,948	200	Project underway
Northwest Pipe & Casing, Inc.	Atchison	26,100	48,384	45	Project underway
Doerr Electric	Lenexa	45,000	80,000	126	Project finalized - contract needs Jamie's approval
AMS Nordisk	Garnett or Ottawa	4,000	-0-	25	Site needs to be finalized & program needs to be developed
Dayco, Inc.	Ft. Scott	2,454	40,624	150	Project needs to be developed
Landoll Corp.	Marysville	8,200	50,000	100	Project being developed
Woodworks, Inc.	Lawrence	-0-	4,044	12	Project underway
Continental Healthcare Systems	Overland Park	4,000	50,000	26	Project being developed
TOTAL		\$150,000	\$436,557 *	955	

NOTE: Marley Company will begin a training program for a new plant facility in Osage City during spring, 1985. The initial training phase will probably cost \$20,000-\$30,000. AMS Nordisk and Dayco's training needs exceed the KDED/Voc-Ed funding participation. The balance needed to fully fund these two projects is \$60,000-\$70,000.

* Includes \$136,557 in carry-over funds from FY85.

M E M O R A N D U M

TO: Jamie Schwartz
 FROM: Cathy Kruzic

RE: Travel & Tourism Activities
 DATE: January 22, 1985

Travel and Tourism Division: Services and publications
 Year End total of FY '84 and year-to-date FY '85

General Promotion Activities

Print tourism brochures as follows:

	<u>Actual FY '84</u>	<u>Actual FY '85</u>
Vacation at the Rainbow's End (mini-guide)	100,000	200,000
Kansas Eventful Calendar	150,000	100,000
Outdoor Guide to Kansas	25,000	190,000
Kansas Land of Ah's Memento Cards	35,000	N/A
Kansas Land of Ah's Stickers	<u>100,000</u>	<u>200,000</u>
TOTAL	413,000	690,000

Additionally, budgeted to update group tour guide and convention facilities guide in Fy '85.

All are available through Topeka office, Tourist Information Centers and at various spring travel shows which we attend.

Participate in Travel Shows

Actual FY 1984

Scheduled FY 1985

Topeka, Kansas City,
Des Moines, Omaha

Topeka, Kansas City,
Little Rock, Omaha
and Dallas.

Advertising Campaign

Actual FY 1984

Actual for FY 1985

Radio Ads-out-of-state
Production Costs
Public Service Announcements

\$30,000
\$20,000

scheduled \$30,000

(KAB) Radio & Television

\$430,765

\$153,078 *

(KPA) Print

28,000

N/A

TOTAL

\$508,765

\$ 183,078

* 1st quarter report

Production

Actual FY 1984

A 14½ minute film entitled
"The Rainbow's End"

\$10,000

Co-sponsor with the Travel
Industry of Kansas (TIAK)
the annual Governor's Conference
on Tourism

Actual FY 1984

7th annual in Manhattan

Scheduled FY 1985

8th annual to be in
Wichita

WILDLIFE ART SERIES

Total # sold

Sales to Date FY 1985

Prints (\$100.00)

186

\$18,600.00

Stamps (\$10.00)

149

\$ 1,490.00

TOURIST INFORMATION CENTERS - No. of visitors registered

	<u>Actual FY 1984</u>	<u>Actual FY 1985</u>
Goodland	60,000	23,720
Capitol	49,000	19,837
Kansas City	N/A	29,906
Ft. Scott	2,500	4,097
Liberal	7,500	7,996

	<u>Actual FY 1984</u>	<u>Year to Date FY 1985</u>
Goodland	Winter 10-2 Summer 9-5	Winter 10-2 Summer 9-5
Capitol	Year round 8-4 daily closed Sundays	Year round 8-4 daily Closed Sundays
Kansas City	N/A	Year round 9-5 daily

FILM SERVICES

Provides location scouting assistance to producers of films, documentaries, TV programs and commercials.

Major impact FY 1984 - THE DAY AFTER - Filmed in Lawrence, Ks. a community with estimated total income of over 1,000,000 dollars and over \$120,000 in tax revenues.

Kansas Film Directories requests - FY '84 - 175 Year to Date 1985 - 65
 Film companies assisted - FY '84 - 20 Year to Date 1985 - 8

KANSAS! MAGAZINE AND KANSAS! TOO

	<u>Actual FY 1984</u>	<u>Year to Date FY 1985</u>
Kansas! Magazine subscriptions -\$6.00	38,000	42,000
Kansas! Too subscriptions - \$2.50	3,000	4,000



JOHN CARLIN
Governor

CHARLES J. "Jamie" SCHWARTZ
Secretary

M E M O R A N D U M

TO: Carole Muchmore
FROM: Stan McAdoo
RE: Summary of Community Development
Activities for FY 1984
DATE: June 25, 1984

Please find herein the community development assistance activities that were undertaken during FY 1984.

Total Number of Community Assistance Reports Completed	15
Total Number of Mainstreet Plans Completed	4
Total Number of Laborsheds Completed	10
Total Number of Communities Visited and Provided Enterprise Zones Technical Assistance (53 applications received and 53 applications approved)	27
Total Number of Communities Visited and Provided Technical Assistance and/or PRIDE Assistance	33
PRIDE Community Enrollment	
a. Annual Cash Awards	72
b. Blue Ribbon Recognition	67
PRIDE Cash Award Completion	44
Total Number of Communities Receiving Grant Administration Assistance Under the Community Resources Grant Program	20
Total Statewide Publications (3 complete and 2 in draft form)	5

Listing of Community Assistance Reports Completed

1. Holton - Retail Trade Analysis
2. Larned - Merchants Survey
3. Medicine Lodge - Tourism/Retail Trade Analysis
4. Clay Center - Shoppers Survey
5. Oakley - Shoppers Survey
6. Fort Scott - Retail Demand Analysis
7. Colby - Tourism/Retail Trade Analysis
8. WaKeeney - Tourism/Retail Trade Analysis

Listing of Community Assistance Reports Completed - Continued

9. Abilene - Shoppers Survey
10. Ford County - Tourism (Railroad) Analysis
11. Baxter Springs - Tourism/Retail Trade Analysis
12. Goodland - Merchants Survey
13. Stockton - Tourism/Retail Trade Analysis
14. Phillipsburg - Tourism/Retail Trade Analysis
15. Stanley - Income Survey

Listing of Mainstreet Plans Completed

1. Winfield
2. Valley Center
3. Sabetha
4. WaKeeney

Listing of Community Laborsheds Completed

1. Junction City
2. Holton
3. Atwood
4. Norton
5. Oberlin
6. Russell
7. WaKeeney
8. Goodland
9. Hill City
10. Ellsworth

Listing of Communities Visited and Provided Enterprise Zone Technical Assistance

1. Smith Center
2. Ogden
3. Hiawatha
4. Goodland
5. Frontenac
6. Kickapoo Reservation
7. Larned
8. Osborne
9. Stockton
10. Hesston
11. Hoisington
12. Maize
13. Spring Hill
14. Marysville
15. Wichita
16. Great Bend
17. Parsons
18. Emporia
19. Marion
20. Augusta
21. Pratt
22. Larned
23. Hays
24. Goodland
25. Colby
26. Concordia
27. Ottawa

Listing of Communities Visited and Provided Technical Assistance and/or PRIDE Assistance

1. Pawnee Rock
2. Macksville
3. Kinsley
4. Spearville
5. Scott City
6. Johnson
7. Dodge City
8. Coldwater
9. Ashland
10. Minneola
11. Bucklin
12. Haviland
13. Sabetha
14. Columbus
15. Manhattan
16. WaKeeney
17. Oberlin
18. Oakley
19. Grinnell
20. McPherson

Listing of Communities Visited and Provided Technical Assistance and/or
PRIDE Assistance - Continued

- | | |
|--------------------|------------------|
| 21. Courtland | 28. Liberal |
| 22. Chanute | 29. Paola |
| 23. Salina | 30. Stockton |
| 24. Hutchinson | 31. Hiawatha |
| 25. Burrton | 32. Jamestown |
| 26. Conway Springs | 33. Phillipsburg |
| 27. Baxter Springs | |

Listing of Communities Receiving Grant Administration Assistance Under the
Community Resources Grant Program

- | | |
|--------------------|------------------|
| 1. Eskridge | 11. Goessel |
| 2. Glasco | 12. Pomona |
| 3. Jennings | 13. Roxbury |
| 4. Mound City | 14. Troy |
| 5. Newton | 15. Lewis |
| 6. Ottawa | 16. Hiawatha |
| 7. Osawatomie | 17. Kingman |
| 8. Perry-Lecompton | 18. Madison |
| 9. Ashland | 19. Mound Valley |
| 10. Effingham | 20. Satanta |

Statewide Publications

1. Enterprise Zone Guidelines
2. Community Development Resource Directory
3. A PRIDE News Letter

In Draft

1. Mainstreet Program Booklet
2. PRIDE Booklet

List of Communities Visited and Provided Technical Assistance with Downtown
Revitalization

- | | |
|-------------------|-------------------|
| 1. Ottawa | 11. Abilene |
| 2. Parsons | 12. Cawker City |
| 3. Leavenworth | 13. Holton |
| 4. Ulysses | 14. Valley Falls |
| 5. Chanute | 15. Russell |
| 6. Emporia | 16. Council Grove |
| 7. Anthony | 17. Atwood |
| 8. Kiowa | 18. Arkansas City |
| 9. Salina | 19. Wellington |
| 10. Junction City | 20. Lawrence |

KANSAS DEPARTMENT OF ECONOMIC DEVELOPMENT

Planning and Community Development Division
503 Kansas Avenue, Sixth Floor, Topeka, Kansas 66603
Phone (913) 296-3485



JOHN CARLIN
Governor

CHARLES J. "Jamie" SCHWARTZ
Secretary

M E M O R A N D U M

TO: Carole Muchmore

FROM: Deanne Vieux

RE: Planning Section Activities
Fiscal Year 1984

DATE: June 29, 1984

FY 84 ACTIVITIES

Reports: "Marketing Committee, Governor's Task Force on High Technology Development", June, 1983, 100+ pages

"Advanced Technology Formula for Kansas", Governor's Task Force on High Technology Development, September, 1983, 31 pages

"Planning and Development Division Technical Assistance to Communities 1979 to 1983: An Evaluation" January, 1984
60 pages

"Kansas Tourism Survey: Perceptions of the Kansas Tourism Industry, Summer, 1983", June, 1984, 23 pages

"State of Kansas Comprehensive Economic Development Planning Program Progress Report, October, 1982, to November, 1983", November, 1983 10 pages

Other Activities:

- 1 - Compiled background information for the new CDBG staff and provided information from the research of other states' activities
- 2 - Provided help with the first state high technology conference
- 3 - Attempted to update "Dimensions of the Kansas Economy"
- 4 - Did research on the state economic development policy plan
- 5 - Provided a rough draft of the summary of the policy plan to the Governor's Office policy analysts
- 6 - Administered the EDA 302(a) state economic planning grant
- 7 - Researched the topic of Kansas infrastructure; sent almost 3,000 surveys to Kansas administrative units to gather data on highways, bridges, water and sewer systems
- 8 - Began update of "Perceptions of the Kansas Economy" by sending about 3,000 surveys to Kansas local officials

KANSAS DEPARTMENT OF ECONOMIC DEVELOPMENT

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Phone (913) 296-3485



JOHN CARLIN
Governor

CHARLES J. "Jamie" SCHWARTZ
Secretary

M E M O R A N D U M

TO: Carole Morgan
FROM: Stan McAdoo
RE: Summary of Community Development
Activities from 07/01/84-12/31/84
DATE: December 21, 1984

Please find herein the community development assistance activities that were undertaken between July 1, 1984 and December 31, 1984.

Total Number of Community Assistance Reports Completed	3
(In Progress)	5
Total Number of Main Street Plans In Progress	3
Total Number of Laborshed in Progress	29
Total Number of Communities Visited and Provided Enterprise Zone Technical Assistance (28 applications received - 24 applications approved - 1 application disapproved and 3 applications pending)	13
Total Number of Communities Visited and Provided Technical Assistance and/or PRIDE Assistance	92
Total Number of Communities Receiving Grant Administration Under the Community Resources Grant Program	15
Total Number of PRIDE Areawide Workshops Being Planned in Cooperation with the Extension Service for January and February	12
Total Number of Statewide Conferences (Main Street) - (held in Salina on September 18-19, 1984)	1

Listing of Community Assistance Reports Completed

1. Dexter - Tourism/Retail Trade Analysis
2. Columbus - Tourism/Retail Trade Analysis
3. Liberal - Shoppers Survey

In Progress

1. Barton County - Attitude Survey
2. Kingman - Shoppers Survey
3. Chanute - Economic Development Assessment
4. Emporia - Tourism/Retail Trade Analysis
5. Oswego - Tourism/Retail Trade Analysis

Listing of Main Street Plans in Progress

1. Goodland
2. Norton
3. WaKeeney

Listing of Community Laborsheds in Progress

- | | |
|--------------|--------------------|
| 1. Agra | 16. Long Island |
| 2. Almena | 17. McDonald |
| 3. Atwood | 18. Norton |
| 4. Bird City | 19. Oakley |
| 5. Clayton | 20. Oberlin |
| 6. Colby | 21. Osborne |
| 7. Edmond | 22. Prairie View |
| 8. Glade | 23. Russell |
| 9. Goodland | 24. Saint Francis |
| 10. Gove | 25. Sharon Springs |
| 11. Hays | 26. Smith Center |
| 12. Herndon | 27. Speed |
| 13. Hoxie | 28. Stockton |
| 14. Lenora | 29. WaKeeney |
| 15. Logan | |

Listing of Communities Visited and Provided Enterprise Zone Technical Assistance

- | | |
|-----------------|----------------------|
| 1. Clay Center | 8. Harvey County |
| 2. Chanute | 9. Larned |
| 3. Ulysses | 10. Derby |
| 4. Frontenac | 11. Hesston |
| 5. Scammon | 12. South Hutchinson |
| 6. Treece | 13. Salina |
| 7. North Newton | |

Listing of Communities Visited and Provided Technical Assistance and/or PRIDE Assistance

- | | |
|---------------------|-------------------|
| 1. WaKeeney | 16. Council Grove |
| 2. Barton County | 17. Goodland |
| 3. Liberal | 18. Norton |
| 4. Dexter | 19. Leavenworth |
| 5. Kingman | 20. Valley Falls |
| 6. Larned | 21. McPherson |
| 7. Columbus | 22. Kinsley |
| 8. Chanute | 23. Haviland |
| 9. Emporia | 24. Coldwater |
| 10. Oswego | 25. Ashland |
| 11. Franklin County | 26. Minneola |
| 12. Eureka | 27. Dodge City |
| 13. Anthony | 28. Spearville |
| 14. Holton | 29. Ford |
| 15. Alta Vista | 30. Scott City |

Listing of Communities Visited and Provided Technical Assistance and/or
PRIDE Assistance - Continued

- | | |
|--------------------|--------------------|
| 31. Ulysses | 62. Burden |
| 32. Johnson City | 63. Winfield |
| 33. Syracuse | 64. Oskaloosa |
| 34. Lakin | 65. Onaga |
| 35. Sterling | 66. Wakefield |
| 36. Chase | 67. Newton |
| 37. Burrton | 68. Manhattan |
| 38. Macksville | 69. Kiowa |
| 39. Conway Springs | 70. Garnett |
| 40. Augusta | 71. Paola |
| 41. Rose Hill | 72. Osawatomie |
| 42. Derby | 73. Meriden |
| 43. Potwin | 74. Marysville |
| 44. Arkansas City | 75. St. George |
| 45. Haddam | 76. Westmoreland |
| 46. Belleville | 77. Seneca |
| 47. Courtland | 78. Hiawatha |
| 48. Formoso | 79. Muscotah |
| 49. Concordia | 80. Effingham |
| 50. Sharon Springs | 81. Atchison |
| 51. Grinnell | 82. Lansing |
| 52. Bird City | 83. Ogden |
| 53. Saint Francis | 84. Junction City |
| 54. Oberlin | 85. Wakefield |
| 55. Rexford | 86. Randolph |
| 56. Logan | 87. Fort Scott |
| 57. Bogue | 88. Erie |
| 58. Plainville | 89. Independence |
| 59. Russell | 90. Pittsburg |
| 60. Hillsboro | 91. Baxter Springs |
| 61. Marion | 92. Parsons |

Listing of Communities Receiving Grant Administration Assistance Under the
Community Resources Grant Program

- | | |
|--------------|-------------------|
| 1. Goessel | 10. Madison |
| 2. Troy | 11. Mound Valley |
| 3. Effingham | 12. Holton |
| 4. Ashland | 13. Formoso |
| 5. Roxbury | 14. Onaga |
| 6. Satanta | 15. Junction City |
| 7. Hiawatha | |
| 8. Kingman | |
| 9. Lewis | |

Listing of PRIDE Areawide Workshops Being Planned in Cooperation with Extension Service for January and February 1985

1. Russell - January 14
2. Colby - January 15
3. Dodge City - January 16
4. Ulysses - January 17
5. Hutchinson - January 21
6. Marysville - January 22
7. Parsons - January 23
8. Hoxie - February 19
9. Lyons - February 20
10. Garden City - February 21
11. Chanute - February 26
12. Manhattan - February 27

KANSAS DEPARTMENT OF ECONOMIC DEVELOPMENT

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JOHN CARLIN
Governor

CHARLES J. "Jamie" SCHWARTZ
Secretary

M E M O R A N D U M

TO: Carole Morgan
FROM: Deanne Vieux
RE: Planning Section Activities
July 1, 1984-December 31, 1984
DATE: December 28, 1984

FY 85 ACTIVITIES

Reports: "Community Improvement Projects: An Evaluation of Selection Criteria, Kansas Small Cities CDBG Program", October, 1984, 20 pages

"State of Kansas Comprehensive Economic Development Planning Program Annual Report, January, 1984, to January, 1985", December, 1985, 17 pages

Reports Ready for Printing:

"Perceptions of the Kansas Economy, 1984", 20 pages

"Assessment of the Kansas Economy, 1984", 30 pages

Other Activities:

- 1 - Research the information available on Wolf Creek impact on the business community
- 2 - Provide research support on issue papers
- 3 - Continue work on the infrastructure study, coordinating with KDHE, KDOT, KD of Ag., and KWO
- 4 - Begin a housing study -- a comparison of 1970 and 1980 census results, to be used in the CDBG three-year plan
- 5 - Help with the evaluation of CDBG planning applications
- 6 - Coordinate the sponsorship role of KDED with the KU Economic Outlook Conference
- 7 - Administer the EDA 302(a) state economic planning grant
- 8 - Help in the preliminary planning of the second high technology conference for the state
- 9 - Coordinate with the Park and Resource Authority in the update of their five-year plan
- 10 - Provide topical research to the Administrative Division of KDED
- 11 - Coordinate the KDED review of the economic development project applications from KDOT

Carole Morgan
December 28, 1984
Page Two

- 12 - Compile and provide a cross reference of CDBG applications for the Administrative Division of KDED
- 13 - Provide technical assistance on the computerization of the CDBG program

RESEARCH MATCHING GRANT SUMMARY
Kansas Advanced Technology Commission

The Research Matching Grant Program, administered by the Kansas Advanced Technology Commission, holds great promise for economic development. By carefully investing the state's resources as seed money for university/industry research projects which have economic potential, the Kansas Advanced Technology Commission and the participating universities have laid the groundwork for an excellent return to the state in terms of increased employment, investment, and expanded markets.

To date, nineteen projects have been approved under the program at four participating universities. A total of \$662,368 in state funds and \$1,005,619 in private sector matching funds have been committed to these projects. On January 18, the Commission will review three proposals totalling \$93,310 in state and \$139,967 in matching funds.

The proposal review process involves initial screening within the respective universities, which forward to the Commission only those proposals that (a) fit within the goals and capabilities of the university, (b) offer good potential for economic impact in Kansas, (c) are scientifically sound, and (d) have a commitment from the private sector to provide the 150% matching funds.

The state's investment in Centers of Excellence and Research Matching Grants offer potential for the creation of several hundred new jobs within the first two to three years, with an even greater impact to follow within five years. These jobs will be primarily in the areas of agricultural machinery, aviation, electronics, pharmaceuticals, robotics, telecommunications, and oil recovery, although the impact will be felt throughout the Kansas economy in general.

There will be a significant economic impact resulting from the two programs. A number of research projects under the program are directly linked to Kansas companies, with the potential for increased employment and improved production efficiency within those firms. In other cases, the potential for economic impact lies in the possibility of the development of a new manufacturing operation--either an outside firm expanding into Kansas or development of a new company from within.

Agriculture--four Kansas firms are seeking the possible development of new grain milling equipment. The baking equipment industry would benefit from the development of new product lines with potential for substantial job opportunities. Kansas will improve its position as a nucleus of milling equipment manufacturing and associated engineering support, and the baking industry itself will benefit from new production methods. A major commercial manufacturer of large-scale baking equipment is seeking to locate in Kansas. New markets will be developed for Kansas wheat. Another project, if successful, would lead to the addition of approximately 50 employees in the manufacture of agricultural machinery, with a potential new market of over \$50 million, while the Kansas farmer will benefit from increased production efficiency.

Aircraft--an estimated 50 jobs will be created in the short term as a result of a new de-icing system and the application of new composite materials. A related project will create a new firm in the manufacturing of power sequencing units for the de-icing system.

Electronics--two companies which are engaged in the manufacture of electronics equipment have potential for opening up new markets in the \$50-75 million range and substantial job creation as a result of the development of ground-probing FM radars and a computer-controlled wheelchair.

Energy--the Kansas oil industry will benefit from research that will seek to decrease the cost of exploration for the estimated 1-2.2 billion barrels of oil in Kansas that can be recovered using tertiary methods. The project will enhance the state's tertiary research program. Another energy project seeks to develop a more efficient commercial wood chip gasifier, with the likelihood of significant job creation within the next year.

Pharmaceuticals--research aimed at developing synthetic peptides will likely stimulate commercial development of drug manufacturing facilities and other bio-tech industries. A number of commercially-applicable technologies are being marketed as a result of grants made to support this area of research, with a new company already having been created in Kansas.

Robotics--research in the area of robotics offers potential for robotics manufacturing, and will also make valuable technology available to Kansas industry as a whole, with an emphasis on job creation in the agricultural machinery industry.

RESEARCH MATCHING GRANT SUMMARY
FY 84

<u>INSTITUTION</u>	<u>PROJECT</u>	<u>SPONSOR(S)</u>	<u>STATE \$</u>	<u>Indus\$</u>	<u>Executed</u>
Kansas Univ.	Computer-Assisted Design of Peptidomimetic Drugs	TRIPOS Associates	\$50,000	\$75,000	FY 84
Kansas Univ.	High Capacity Modulation Methods for Communication Satellites	Hughes Aircraft	50,000	75,000	FY 84
Kansas Univ.	Development of Ground-Probing FM Radars	Kohlman Systems Research, Inc.	24,000	36,073	FY 84
Kansas Univ.	Improvement of Wheelchairs Utilizing Microcomputers	Kantronics, Inc	20,000	30,000	FY 84
Kansas Univ.	Detection and Determination of Environmental Pollutants	Oread Laboratories, Inc.	76,000	114,000	FY 84
Kansas State	Quality Parameter Monitoring System for Control in Grain Handling and Processing	Technicon Industrial Systems Hewlett-Packard	73,000	111,407	FY 84
Kansas State	Robotics Research	International Robomation/Motorola, Inc., Armco Steel Co.	47,292	70,938	FY 84
Kansas State	Computer Control of Tractor Engines and Continuously Variable Transmissions	Caterpillar Tractor Co.,/Hesston Corp., Funk Manu.	42,708	73,000	FY 84
Kansas State	Computer Controlled Microwave Food Processor for Defrosting and Baking	Bettendorf Stanford, Inc.	12,000	18,000	FY 84
Wichita State	Flight Test of Electro-Impulse De-Icing System in a General Aviation Aircraft	Cessna Aircraft Co.	26,500	40,900	FY 84
Wichita State	Simulation of Petroleum Reservoir Behavior	Geology Advisory Council	18,000	27,000	FY 84
Wichita State	Composite Material Testing and Development of Micro-computer Software	Precision Composites, Inc.	8,000	12,000	FY 84

Wichita State Detailed Reservoir Analysis of the Bunker Hill Oilfield Rains & William-son Oil Co., Inc. 6,667 10,000 FY 84

Pittsburg St. Computer-Aided Part and Mold Design for the Manufacture of Plastic Products PSI Systems Corp/ Pitt Plastics, Inc. 85,000 127,500 FY 85

FY 84 Summary

<u>INSTITUTION</u>	<u>ALLOCA-TION</u>	<u>APPROVED STATE \$</u>	<u>MATCHING FUNDS</u>	<u>TOTAL GRANTS</u>	<u>STATE \$ TRANSFERRED</u>
Kansas Univ.	\$220,000	220,000	330,073	550,073	220,000
Kansas State	175,000	175,000	273,345	448,345	175,000
Pittsburg St.	85,000	85,000	127,500	212,500	-0-
Wichita State	130,000	59,167	89,900	149,067	59,167
TOTAL	610,000	539,167	820,818	1,359,985	454,167

FY 85

INSTITUTION

Kansas Univ.	Analytical Technology of Peptides	Oread Laborator-ies, Inc.	60,000	90,000
Kansas Univ.	Extension of Microcomputer-Based Wheelchair System	Kantronics, Inc.	10,000	15,000
Kansas State*	Design and Development of a Commercial Wood Chip Gasifier	Buck Rogers, Co. Inc.	19,123	28,684
Wichita State	Power Supply and Sequencing Unit for a General Aviation Electro-Impulse De-icing System	Electrodelta, Inc/Aerotech, Inc	12,000	18,000
Pittsburg St.	Microcomputer Based Control for a Conveyer Dryer	HIX Corporation	22,078	33,117

* Three proposals pending January 18 review -- total state funds \$93,310, with matching funds of \$139,967.

NEW SECTION FORMED - STAFF

During the summer of 1983, Governor John Carlin signed an agreement with the U.S. Department of Housing and Urban Development in which the State of Kansas accepted the responsibility for administration and distribution of HUD Community Development grant funds to non-entitlement areas of Kansas. The Small Cities Community Development Section within the Kansas Department of Economic Development was created to administer the Program.

This section is staffed as follows:

Kenji Zwegardt	Compliance Manager & Acting Administrator
Bill Montgomery	Financial Manager
Shirley Dillard	Administrative Officer
Lori Thomas	Economic Development Specialist
Rochelle Carper	Field Representative
Steve Ernst	Field Representative
Kathy Reardon	Field Representative
Beverly Wilhelm	Field Representative
Toni Wellshear	Secretary

This section's address and telephone number are:

Kansas Department of Economic Development
Small Cities Program
503 Kansas Ave., Room 201
Topeka, KS 66603
Telephone: (913) 296-3004

STATE DISCRETIONARY FUND

Ten percent of the Federal grant has been set-aside as the State discretionary fund for planning/technical assistance grants and urgent need/contingency grants.

Under the planning/technical assistance program KDED received 34 planning grant applications, with funding requests totaling \$582,000. Each applicant community committed a minimum of 25% of local matching funds to their projects. The ten planning grant offers totaling \$163,700 (1% of the Small Cities FY 1984 allocation) were as follows:

Burrton	\$ 7,500
Geary County	\$19,287
Meade	\$19,288
Scranton	\$11,475
Haviland	\$19,288
Elwood	\$19,288
Parsons	\$15,000
Independence	\$19,287
Holton	\$14,000
Virgil	\$19,287

Projects activities included in the grant awards were:

Comprehensive community development plans for Burrton, Elwood, Holton, and Meade; technical assistance for economic development projects in Geary County, Haviland (a nine county area), and Virgil; a flood control/drainage study for Parsons and Scranton; a public facilities plan for Scranton; and a water distribution study for Independence.

In the State Discretionary Fund, provision is made for imminent threat grants to meet certain community development needs that have a particular urgency because conditions pose a serious and immediate threat to the health and welfare of the community. (Examples are natural disasters, contaminated water supplies, etc.) Under this provision, grants have been awarded as follows:

Applicant	Project	Funding Amount
Denison	Gas line - Flood Damage	\$ 80,000
Effingham	Emergency Coordination Assistance - Tornado	\$ 4,600
Effingham	Housing Rehab - Tornado	\$ 86,250
Elwood	Water Pumps - Flood Damage	\$ 1,800
TOTAL		\$172,650

A State Discretionary set-aside was established as a compliment to the Hazardous Waste Control Program. These grants will be administered by the Small Cities Program in cooperation with the Department of Health and Environment for technical oversight and assistance.

Under this program, eight grant offers have been made to six communities and two counties for projects designed to determine if past activities at landfill sites have adversely affected the site and groundwater adjacent to the site. The offers were made as follows:

Chanute	\$27,000
El Dorado	\$35,000
Ellis	\$30,650
Fort Scott	\$40,220
Marysville	\$20,000
Miltonvale	\$28,500
Reno County	\$35,200
Shawnee County	\$43,350

In the State Discretionary Fund, provision was also made for contingency grants which meet special, unusual, or pressing community needs that were not addressed by the community improvement and/or economic development selection system or which demonstrate creative approaches that may serve as a model for other communities within the State. All grants made primarily benefit low and moderate income persons. Under this provision, five grants have been awarded to the following community and counties:

Applicant	Project	Funding Amount	Total Project Cost
Burr Oak	Water System	\$130,000	\$130,000
Ford	Water System	\$160,000	\$160,000
Greenwood Co.	Streets	\$264,640	\$556,280
Lebo	Gas System	\$125,000	\$250,000
Quenemo	Community Bldg.	\$ 75,000	\$ 80,000
TOTAL		\$754,840	\$1,176,280

1984 Community Improvement Grants

Forty-three applications totaling \$10.2 million were funded from among 292 applications with requests in excess of 76.5 million dollars. Forty-two percent of the projects were water system repair, replacement, or expansion; and 19.8 percent for renovation or construction of community buildings. There were 60 applications (20.5%) which requested private housing rehabilitation, as either separate projects or combined with public facility projects.

Applicant	Project Type	Funding Amount	Total Project Cost
Abilene	Streets & Housing	264,500	314,500
Allen Co.	Handicapped Acces.	108,790	108,709
Altoona	Water System	179,700	179,700
Arcadia	Water System	428,420	428,420
Atchison	Water System	500,000	750,000
Cawker City	Streets	31,000	43,000
Cedar Vale	Sewage System	142,594	274,165
Chetopa	Erosion-River Bank	280,000	280,000
Columbus	Housing Rehab	183,000	183,000
Council Grove	Water System	445,275	495,275
Dexter	Water System	40,000	70,000
El Dorado	Water System	350,000	1,257,000
Elk City	Water System	103,600	115,600
Formoso	Water System	89,700	92,000
Grainfield	Streets	67,000	77,000
Grenola	Water & Housing	364,500	581,000
Howard	Water System	490,000	1,100,000
Hutchinson	Streets & Housing	497,240	1,262,610
La Cygne	Water System	275,000	603,100
Leoti	Water & Housing	67,500	107,500
Lindsborg	Water System	490,000	910,000
Longton	Water System	478,200	509,200
Marion	Sewage System	486,000	504,000
Mayetta	Water & Housing	283,000	388,000
McDonald	Sewage System	453,875	453,875
Mulvane	Streets	21,000	41,000
Muscotah	Water Systems	67,000	67,500
Osawatomie	Community Bldg. & Housing Rehab	499,400	544,400
Ottawa	Storm Sewer & Housing	169,990	307,391
Pittsburg	Streets & Housing	500,000	746,328
Plains	Water System	140,000	185,000
Pottawatomie County	Senior Center	188,400	260,000
Riley County	Handicapped Acces.	40,000	120,000
Scammon	Water & Housing	223,485	228,485
Severy	Water System	149,000	249,000
St. George	Water System	136,000	136,000
Syracuse	Housing & Water	170,000	230,000
Treece	Streets & Housing	283,764	335,264
Tribune	Community Building	75,000	96,000
Uniontown	Housing	133,500	153,500
Wakeeney	Streets & Housing	71,400	135,000
Wallace	Water System	36,000	42,000
Willis	Water System	226,500	226,500
		TOTAL \$10,229,333	\$15,191,022

1984 Economic Development Grants

Economic Development grants were divided into three rounds. Approximately \$1.5 million was available in each of the funding periods.

Kansas communities, with populations of 50,000 or less, and counties having potential economic development projects were encouraged to submit applications to KDED during the three funding periods. Technical assistance in packaging and preparing economic development project applications was, and is, available from the Small Cities CDBG Program, KDED, 503 Kansas Ave., Room 201, Topeka, KS 66603. Interested communities should write or call (913) 296-3004 for additional information or assistance.

In the first round, three projects were selected for funding from among the thirty applications received.

The city of Atchison received a grant offer of \$500,000 to complete a \$5.7 funding package which will enable Northwest Pipe and Casing of Kansas, Inc. (NWPC) to locate an expansion plant in Atchison's Shannon Industrial Park. The Atchison expansion plant will provide greater market accessibility to the company's largest distributors and create approximately 150 permanent jobs within eighteen months.

To facilitate the location of a manufactured housing plant to be constructed in their Airport Industrial Park by a joint-venture partnership between the J.C. Nichols Company and Marley Continental Homes of Kansas, Osage City has received a grant offer of \$495,000 to be used for extending water and sewer services to the selected site. The new facility, will create approximately 180 permanent jobs within eighteen months and will leverage \$7 million in private sector investment.

The city of Spring Hill received a grant offer of \$500,000 to complete a \$3.5 million package to enable Birdview Satellite Communications, Inc. to locate a manufacturing facility in the city's new industrial park. Birdview, a high tech firm which designs and manufactures satellite receiving stations and related apparatus, has committed to create 500 permanent jobs within eighteen months.

Five projects were selected for funding from among thirty-two second round applications providing supplemental financing for business expansion in four communities and infrastructure improvements in a central business district.

The city of Chanute received a grant offer of \$303,000 to complete a \$603,000 loan package to enable Hi-Lo Table Manufacturing, Inc. of Chanute to expand business activities. Hi-Lo Table, which produces and sells interior fixtures to manufacturers of larger recreational vehicle units, has committed to the creation of 150 permanent jobs within eighteen months.

Fort Scott's \$460,000 grant will complete a \$5,460,000 package for location of a major manufacturing plant in their industrial park. Dayco Corporation of Dayton, Ohio, which manufactures rubber and plastic component parts, has committed to repay the loan proceeds to the city of Fort Scott and create 164 permanent jobs within eighteen months.

The city of Hesston received a grant offer of \$150,000 to complete a \$661,500 funding package for The Job Shop, a local manufacturer of waste containers and trash compactors. Proceeds of the loan to the Job Shop will be utilized for facility expansion that will enable the business to create 50 permanent jobs and retain six existing positions.

The city of Mankato has also received a funding offer to complete a \$697,400 loan package for rehabilitation and expansion of a local manufacturing concern. Dubuque Packing Company, a major employer in Jewell County, will receive a \$500,000 loan from the city which will enable the firm to retain 101 current employees and create 25 additional permanent positions within eighteen months.

To facilitate the renovation of two historic commercial structures in the central business district, the city of Newton has received a grant offer of \$240,000 to reduce the interest rate on special assessment bonds for site improvements. The interest rate reduction will stimulate approximately \$2 million in additional private investment and the creation of 164 permanent jobs.

Third round economic development applications were to be submitted by January 15, 1985. Announcements of funding offers will be made January 30, 1985.

STATE ANNOUNCEMENTS

The 1985 Community Improvement Grant process has been set into motion. The 1985 CDBG Task Force met on October 24-25, 1984 and again on November 15, 1984.

A tentative schedule for the 1985 Small Cities CDBG Program has been drafted as follows:

February 5th - Public Hearing in Topeka

March 5th - Workshop - Colby
" 6th - Workshop - Great Bend
" 12th - Workshop - Chanute
" 13th - Workshop - Topeka

April - Technical Assistance throughout state

May 6th - First round - Economic Development applications due
" 24th - First round - Economic Development announcements

June 3rd - Community Improvement applications due

July 15th - Second round - Economic Development applications due
" 30th - Second round - Economic Development announcements

August 5th - Community Improvement announcements

November 4th - Third round - Economic Development applications due
" 25th - Third round - Economic Development announcements

MINORITY BUSINESS PROGRAM OBJECTIVES
1984 - 1985

Purpose - To promote, encourage and assist with the development of minority business enterprise in Kansas.

Program Objectives:

1. To increase the amount of services offered by minorities that is purchased by the State of Kansas from .30% to 1% of total purchases.
(1% = approximately 3,000,000.00)
2. To increase the number of minority business concerns registered to do business with the State by 25%. (25% = 35 - 40)
3. To conduct four (4) educational seminars in four (4) different areas of the State.
4. To refer fifty (50) contracting opportunities to minority vendors for a total dollar value of \$1,000,000.00.

Annual Goals and Performance Measurements:

1. Number of State agencies assisted this year to establish and/or achieve minority procurement goals. Annual goal set was thirteen (13) agencies. To date the division has assisted four (4) agencies or 31% of our goal.
2. Reference of contracts to Minority firms and agencies. Goal was set at fifty (50). To date the division has referred 345 contracts or 690% of our goal.
3. Total dollar value of contract opportunities referred to minority businesses. Goal set was \$1,000,000.00. Year to date 1.3 million dollars or 130% of our goal.
4. Number of Agencies reporting minority contract awards this year. Annual goal is six (6) agencies. Year to date the number is eight (8) or 133% of our goal.
5. Number of minority contracts awarded this year. Annual goal is eighty (80). Year to date the number is 282 or 352% of our goal.
6. Total value of minority awards secured this year. Annual goal set was \$3,000,000.00. Year to date the amount is \$8,000,000.00 or 266% of our goal. (\$8,000,000.00 in contracts is derived from KDOT; which is mandated by the federal government to use minorities.)
7. Staff hours involved in marketing minority procurement and minority capital development. The annual goal is 544 hours. Year to date the staff has worked 781 hours or 143% of our goal.
8. Number of agencies making deposits in minority banks. Annual goal set was one (1) agency. Year to date four (4) agencies are making deposits in minority banks, or 400% of our goal.

9. Number of minority business courses or educational seminars conducted this year. Annual goal set was five (5). Year to date nine (9) training seminars have been conducted by our division. This represents 180% of our goal.

Other Performance Measurements:

1. Expansion of the "Bidders Mailing List" Division of Purchases. The Minority Business Division has added the names of seventy-five (75) minority businesses to the "mailing list", bringing the total to 180 Kansas minority businesses eligible to do business with the state. The staff has escorted approximately twenty (20) to twenty-five (25) of these business people over to the Division of Purchases and introduced them to the particular buyer who would be purchasing their product or service.
2. Attendance of staff at National Conferences and Seminars. The Minority Business staff was able to attend three (3) national seminars and conferences. Workshops at these conferences enable the staff to sharpen their talents and become sensitized to the problems that minority businesses face when trying to compete in the mainstream of the economy.

Program Activities include:

1. Staff attended National Development Council training programs involving economic development, financial analysis and the structuring of loans using federal programs.
2. Attended or participated in part of the program at two (2) small business conferences in Wichita and Emporia. Staff participated in workshops conducted at The American GI Forum State Convention, Kansas City; LULAC State Convention, Dodge City; Black Economic Union Procurement Conference, Kansas City, MO; Annual Black Woman's Conference, Wichita; and the National Association of Real Estate Brokers Convention, Kansas City, KS.
3. Staff has compiled and completed the Kansas Minority Business Directory. The directory lists over 500 minority businesses in Kansas and metropolitan Kansas City. The businesses are listed alphabetically, geographically and by what type of service and product offered.
4. Staff members are writing for minority newspapers and quarterly newspapers with a circulation of 100,000 subscribers throughout the state of Kansas. The articles are educational and informational to minority business persons.
5. Staff has entered negotiations with the Division of Purchases for the purchase of computer time. This will allow our division to monitor the number and amount of business done by the Division of Purchases with minority vendors.

6. Staff traveled to Kansas City, Wichita, Parsons, Newton, Manhattan, Coffeyville, Salina, Hutchinson, Dodge City, Junction City, Abilene, Garden City, Emporia, and Liberal meeting with minority business people. Discussions with these business people varied from how to conduct a business properly, financial advice, and problems common to the minority business community.

1985 - 1986:

The 1985-86 budget reflects an increase in the involvement of the Minority Business Division. The division will involve itself not only with the state, but will move into the private sector to seek out corporations and larger businesses who are willing to buy services and goods from the minority business community.

Our goals and objectives are written very much the same, but goal and objective figures are set higher. This is to show an increased involvement by our division, not only in the public sector but the private sector as well. Our conference schedule is increased to six (6) conferences. State-wide travel will increase to show our involvement throughout the state. Minority businesses are becoming aware of the services our division is offering and are asking for these services. The national conferences proposed by our budget will allow the staff to become aware of national trends and national problems that eventually filter down to our state.

The Minority Business Division staff is aware of the demands that will be put on our division as awareness of the minority businesses increases.

M E M O R A N D U M

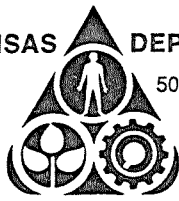
TO: Jackie DeLong

FROM:  Doris K. Kaiser

Re: Housing Division Activities
July 1, 1984 thru December 31, 1984


DATE: January 7, 1985

CDBG housing proposals reviewed and rated
Mortgage revenue bond allocations
Requisition funds on 7 projects quarterly
Participate in NAHRO conference and served on executive committee
Housing Programs Handbook update
Visited Public Housing Authority, Great Bend, KS
Management Reviews - 7 projects
Physical inspections - 7 projects
Participated in HUD seminar
Requested audit proposals - Ottawa
Review and approved year end financial reports
Process annual rent adjustments
Release of Replacement Reserve Funds, Brittany Court, purchase storm doors
Review and approve Management Agreements
Budget preparation
Update of Housing Directory
Provide building permit information upon request
Annual budgets - 7 projects
Review projects monthly reports
Processed monthly HAP receipts and payments
Provide training to managers



M E M O R A N D U M

TO: Jackie Delong

FROM: Doris K. Kaiser 

Re: Housing Division Activities
July 1, 1983 thru June 30, 1984

DATE: July 2, 1984

Served on Executive Committee of NAHRO (National Association of Housing and Redevelopment Officials) and participated in 2 conferences

Budget preparation (State)

Preparation of annual budgets - 7 projects

Participant in elderly seminar - Kansas City, MO

Requisitioned funds quarterly - 7 projects

Meeting Gary Schumaker FmHA and served on Housing Task Force

Set up a Housing Authority, Colony, KS

Management Reviews on 7 projects

Physical inspections of 7 projects

Meetings with Topeka Homebuilders

Year end financial reports submitted to HUD

Review of project year end reports

Met with City Council, Prescott, KS, Re Housing Authority establishment

HUD management review of KDED

Review and rate CDBG housing proposals

Review projects monthly reports

Process monthly HAP receipts and payments

Updated, compiled and mailed Kansas Housing Directory

FY 84 - Kansas Industrial Training Program

<u>Company</u> <u>(New/Expansion)</u>	<u>Town</u>	<u>Product</u>	<u>Starting/</u> <u>Ending Dates</u>	<u>#Trainees</u>	<u>KDED</u>	<u>Vocational</u> <u>Education</u>	<u>Total</u>	
1.) Acrometal Companies (New)	Olathe	Mfg. Industrial Sanders	7-1-83 thru 5-31-84	54	\$15,139	\$95,620	\$110,759	Kansas City, KS AVTS
2.) Chimes, Inc. (Expansion)	Oswego	Mfg. Ceramics	4-26-83 thru 6-30-84	11	--	3,855	3,855	Labette County Community College
3.) Focii Antenna System (New)	Topeka	Mfg. Antenna Systems	12-12-83 thru 6-30-84	14	6,057	3,888	9,945	Kaw AVTS
4.) Frito-Lay, Inc. (Expansion)	Topeka	Mfg. Snack Foods	3-19-84 thru 7-19-84	33	10,017	--	10,017	--
5.) Grandview Products (Expansion)	Parsons	Mfg. Kitchen Cabinets	11-4-83 thru 11-5-83	20	--	1,975	1,975	Labette County Community College
6.) The Green Co. (Expansion)	Lenexa	Mfg. Jewelry	6-4-84 thru 4-30-85	9	4,708	12,011	16,719	Johnson County Community College
7.) Kaw Valley, Inc. (New)	Leavenworth	Mfg. Animal Health Products	3-1-84 thru 9-30-84	6	2,055	2,950	5,005	Northeast Kansas AVTS
8.) Life & Safety Products (New)	Kansas City	Mfg. First Aid Kits	4-1-84 thru 9-30-84	36	11,810	39,200	51,010	Kansas City, KS Community College
9.) Packraft, Inc. (Expansion)	Chanute	Mfg. Plastic Bags	1-15-84 thru 5-15-84	50	4,560	19,440	24,000	Neosho County Community College Pittsburg State University
10.) Philips Industries (Expansion)	Chanute	Mfg. Aluminum Doors & Windows	9-5-83 thru 4-13-84	70	24,547	53,892	78,439	Neosho County Community College
11.) Philips/Ruskin Division (Expansion)	Parsons	Mfg. Air Handling Equipment	3-26-84 thru 9-26-84	43	2,640	49,140	51,780	Labette County Community College
12.) Pittsburg Pottery (Expansion)	Pittsburg	Mfg. Pottery	12-12-83 thru 6-8-84	38	10,920	12,355	23,275	Pittsburg State University
13.) Robbie, Mfg., Inc. (Expansion)	Lenexa	Mfg. Plastic Packaging Film	4-16-84 thru 12-31-84	16	2,456	22,716	25,172	Johnson County Community College
14.) Roto-Vac Plastics (Expansion)	Overland Park	Mfg. Plastic Products	8-15-83 thru 2-15-84	15	9,030	9,700	18,730	Johnson County Community College
15.) Schlage Lock Co. (New)	Lenexa	Distribution - Security Locks	1-2-84 thru 4-2-84	20	9,300	15,047	24,347	Johnson County Community College
16.) Schuetz Tool & Die (Expansion)	Hiawatha	Tool and Die	1-23-84 thru 6-30-84	4	1,546.60	6,473	8,019.60	Highland Community College
17.) Tasty Frozen Products (New)	Lenexa	Mfg. Frozen Bread Dough	1-3-84 thru 6-30-84	40	19,700	45,628	65,328	Johnson County Community College
18.) Western Commerce Corp. (New)	Kansas City	Honey Processing	8-15-83 thru 2-10-84	24	12,420	14,753	27,173	Kansas City, KS AVTS
19.) Total	---	---	---	503	146,905.60	408,623	555,548.60	---

KANSAS DEPARTMENT OF ECONOMIC DEVELOPMENT

Kansas Avenue, Sixth Floor, Topeka, Kan. 66603

Phone (913) 296-3483

Telex: 437231 KS KDED TPK



JOHN CARLIN
Governor

CHARLES J. "Jamie" SCHWARTZ
Secretary

M E M O R A N D U M

TO: Roger Christianson & Bill Thompson
RE: Small Business Assistance Program

DATE: December 4, 1984
FROM: Bill Gomez

The following is a very brief summary of the Small Business Assistance Program for the previous year.

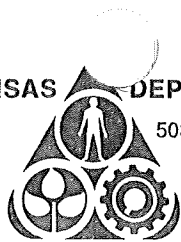
Total number of SBA-503 Certified Development Companies (CDC) licensed:	13
Total number of SBA-503 CDC organization applications submitted for approval to operate as a CDC.	4
Total number of SBA-503 CDC's approved for operation as a CDC.	4
Total number of additional applications currently being worked on for submission for licensing as an SBA-503 CDC.	2
The total number of Kansas counties potentially covered by the SBA-503 CDC's.	101
SBA loans approved	38
Total amount of projects	\$11,900,000
Total amount of debentures	\$ 4,700,000
Total number of jobs	859
Debenture investment per job	\$ 5,500
SBA would like to see one job created for every \$15,000 of debenture investment.	
Client interviews	36
Business contacted through conferences and workshops about Kansas Small Business Assistance Program.	900
Applications potentially accepted for assistance in processing	12
Financing requested	\$ 1,982,000
Application processing to be submitted to financial institutions or other sources	3
Financing requested	\$ 85,000

Applications submitted to financial institutions	5
Financing requested	\$ 582,000
Applications approved	3
Financing approved	\$ 502,000
Applications rejected	-0-
Meetings in conjunction with SBA-503 activity This includes the establishment of the Kansas Association of Certified Development Companies.	15
Participation with the Kansas Industrial Development Association at conferences with KDED staff.	2
Community visits with KDED Industrial Development staff	1
Meetings and training sessions with the National Development Council.	9
Small Business Development Center meetings	4
Meetings with financial institutions or accounting firms	5
Participation with Minority Business Enterprise Div.	3
Resource person for the Kansas Conferences on Small Business	1
Resource person for the Women's Business Ownership Conf.	1
TOTAL FUNCTIONS ATTENDED REPRESENTING THE KANSAS SMALL BUSINESS ASSISTANCE PROGRAM	41

During the past year I also provided research for a request to establish a new Division of Small Business within KDED. The research included recommending various organizational structures for the new division with appropriate estimated budgets. The new division will begin operation on July 1, 1985 if approved by the legislature.

I am currently working on a three day training session to be conducted by the National Association of State Development Agencies. The training will cover the Urban Development Action Grant process as administered by the U.S. Dept. of Housing and Urban Development. This training should take place in Kansas around mid January, 1985 for approximately 40 individuals from KDED staff and local communities.

The current Small Business Assistance Program is receiving on the average of at least one or two new phone requests for information per day.

M E M O R A N D U M

TO: Roger Christianson

FROM: Gordon Criswell

RE: Six-month report on one stop
activities

DATE: January 18, 1985

In accordance with House Bill 2654, I currently have a file of permit or licensure applications from 12 state agencies that require the filing of documents in order to establish or operate a business in Kansas. There have been 48 requests for permit or license applications between July 1, 1984 and December 31, 1984. Requests for permit information or material can be categorized as follows:

- 19 requests from individual business entrepreneurs
- 17 requests from manufacturers (includes domestic & foreign)
- 7 requests from attorneys
- 4 requests from economic development agencies/representatives
- 1 request from a banker

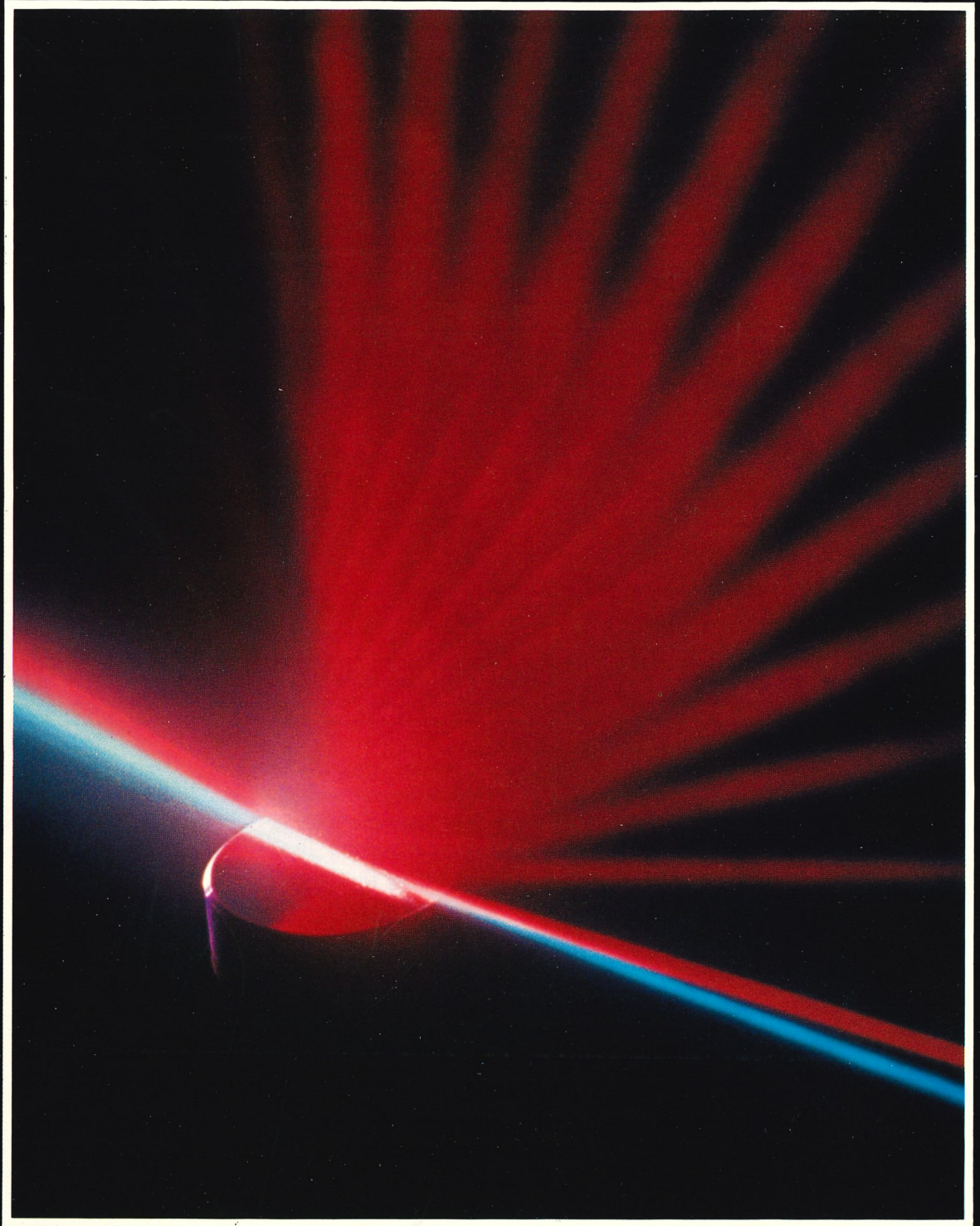
Files have also been set-up on Federal agencies that require some type of permit or license. These agencies include: The Internal Revenue Service (application for Federal tax ID number), the Immigration and Naturalization Service (regulations of work permits, visas, etc.), Kansas Farm and Home Administration (application guide for business and industry guaranteed loans) and Environmental Protection Agency Assistance programs for pollution control financing.

Each request for permit or license information generates 11 different forms and/or publications. Additional forms are provided for the business person depending upon the legal structure of the business enterprise and the specific business operations.

PERSPECTIVES

KANSAS

P E R S P E C T I V E S



K A N S A S

Business

Business Climate

Kansas consistently ranks among the national leaders in favorable business climate. Such widely varying sources as Alexander Grant & Co., Inc. magazine, and the Minnesota Tax Study Commissions

have supported the fact that in Kansas, business and government are partners in the future development of our state.

Sources: Alexander Grant & Co., Inc. magazine and Minnesota Tax Commission.

Diversity

Kansas has long been viewed as an agricultural state. In the best sense, Kansas fits that description with Midwestern values that encourage productivity and independence. The Kansas economy reaches far beyond agriculture, with manufacturing being the leading contributor to the state's economy. In fact, Kansas leads the world in the production

of private aircraft. Recent additions to our list of corporate citizens include a national semiconductor testing facility, a state-of-the-art printing operation, and a national telemarketing center.

Sources: Kansas Economic Report, 1984, and Kansas Department of Economic Development.

Percentage of Gross State Product

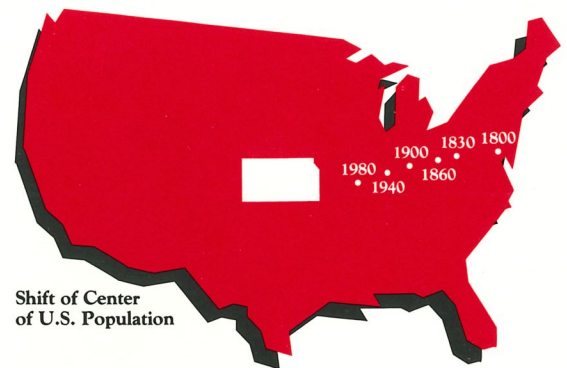
18%



Markets

Kansas is in excellent proximity to national and regional markets. The state is at the geographic center of the continental U. S. . . . and is ever closer to the center of the U. S. population. Within 500 miles of Kansas are one-third of the nation's population, retail sales of \$330 billion and some 42,000 manufacturing plants.

Sources: U.S. Statistical Abstract, *Sales and Marketing Magazine* and U.S. Bureau of the Census.



Transportation

Kansas has long been recognized as a central distribution point for national markets with a well developed transportation network. Kansas offers all four modes of transportation.

- Interstates providing rapid transit routes for 5,800 common carriers and 9,300 contract truck lines

- 12 rail carriers with Kansas City being the nation's second busiest rail center
- 19 air carriers with direct flights to major cities
- Water transportation available through ports located on the Missouri River

Source: Kansas Corporation Commission and Kansas Department of Transportation.

Enterprise Zones

While a lot of talk has gone on about the need for special development zones, Kansas has quietly led the nation in implementing a law of unparalleled flexibility, with over 60 zones designated across the state. Firms locating within an Enterprise Zone are eligible for:

- 10 year job and investment tax credits of

\$350/new job and \$350/\$100,000 of new investment per year

- 100% sales/use tax refunds for equipping, constructing and maintaining new or expanding business facilities.

Sources: Kansas Taxes/Incentives, 1984, and Kansas Department of Economic Development.

Tax Incentives

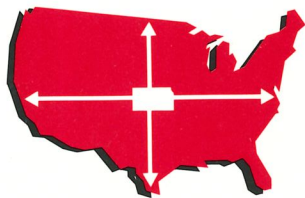
Kansas has always been known for its positive efforts to attract new industry with a competitive package of incentives:

- 10 year corporate income tax credits of \$100/new job and \$100/\$100,000 new investment per year
- Property tax moratoriums of up to 10 years

for land, building and equipment financed with industrial revenue bonds

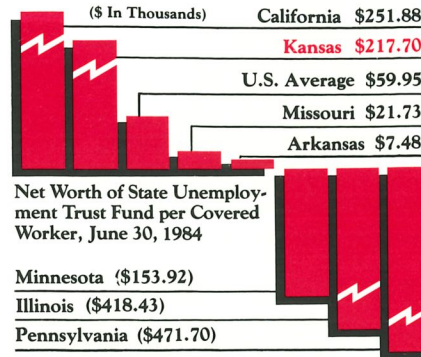
- Sales/use tax refunds or exemptions for equipment and machinery
- Property tax exemption on finished goods inventory via Freeport Law.

Source: Kansas Taxes/Incentives, 1984.



Fiscal Responsibility

Some states claim to be run like a business, however, few can prove it in practice. The Kansas constitution requires the state to operate on a balanced budget. Our state and local taxes are among the lowest in the nation. The state corporate tax rate has remained constant since 1972. Kansas' unemployment insurance trust fund remains highly solvent with the state ranking in the top 10 in this category.



Source: U.S. Department of Labor.

Education

The average Kansan is better educated than the national average. Over 72% of those over the age of 25 have completed high school and over 33% have completed at least one year of post-secondary training. Higher education

opportunities are provided through seven public universities, 17 private colleges, two technical institutes and 33 area junior colleges or vocational-technical schools.

Sources: U. S. Statistical Abstract and Kansas Department of Education.

Labor Climate

Kansas is a "Right-To-Work" state by constitutional amendment. Less than 10% of the state's manufacturing work force belongs to a labor union and membership has been declining at a rate faster than the national average. Kansas ranks among the nation's leaders in the least amount of working time lost due to work stoppages.



Source: Alexander Grant & Co.

Kansas Industrial Training (KIT)

The Kansas Department of Economic Development, in cooperation with the Vocational Education Administration, offers a state funded pre-employment and on-the-job training program. Funds may be used for:

- New and expanding industry
- Instructor salaries, travel, lodging and meals

- Training manuals and books
- Audio-visual presentations
- Supplies and materials
- Training facilities
- Certain utility costs
- Curriculum planning and development

Source: Kansas Department of Economic Development.

Utilities

Kansas offers some of the least expensive energy costs and one of the best supply outlooks in the nation. Kansas manufacturers prosper on natural gas and electric power rates that are below the national average. The state is a major producer of natural gas ranking fifth

in the nation with proven reserves available for decades to come. Our electric energy generating capacity shows reserves of nearly 25%. The nationwide electric power industry recommends a reserve capacity of 15%.

Sources: American Gas Association, Edison Electric Institute, U. S. Bureau of Mines, and Survey of Kansas Electric Power Companies.

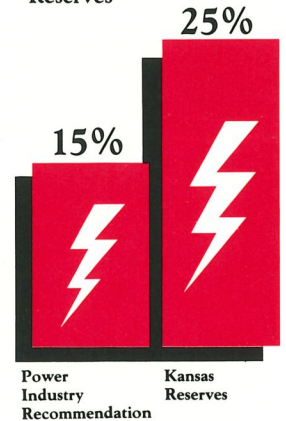
Quality of Life

Kansas consistently ranks in the top 10 nationally in life expectancy rate—thanks in part to our moderate climate and clean air. Kansans are hardy individuals who enjoy family life and outdoor activities. From the slower pace of small communities to the sophisticated bustle of our large metropolitan areas, Kansans are within minutes of over 300,000 acres of water for fishing, sailing, swimming, skiing and camping. Kansas spectator sports range from college athletics to

professional football, soccer, baseball, basketball and rodeos. And cultural events are abundant as well. From nationally recognized community theatre to festivals, museums, and concerts, Kansas is a true patron of the arts. With sunshine 65% of the year, a low crime rate, and a wide variety of leisure opportunities to choose from, it's no wonder that Kansas' quality of life is among the most desired in the country.

Source: U. S. Statistical Abstract.

Electric Energy
Generating Capacity
Reserves



For full details contact:
Roger Christianson, Director
Development Division

**KANSAS DEPARTMENT OF
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Training

KANSAS

Kansas Industrial Training Program

The Kansas Department of Economic Development coordinates a new and expanding industry training program with the Kansas State Department of Education, Vocational Education Administration. The program is designed to meet the specialized training needs of new and expanding companies. The Kansas Industrial Training Program involves a comprehensive and flexible approach to industrial training.

Development of Master Training Plan

Company representatives and state vocational training specialists analyze and identify manpower needs, job requirements, and the initial production schedule to design a training program geared to the company's specifications.

Special Training Methods

Pre-Employment Training—Prospective employees are provided the specific skills and knowledge necessary for job entry. Trainees usually attend on their own time and without pay. Pre-Employment Training allows the company and prospective employees an opportunity to look each other over thoroughly prior to any employment commitment.

On-the-Job Training—This type of training is provided after employment. Trainees

receive instruction on production equipment in classrooms or on the actual production floor. The trainees are paid by the company during this training.

Pre-Employment and On-the-Job Training may be used individually or in combination depending on the company's needs.

Qualified Instructors

Instructors are obtained from either the company's production supervisory staff, the state vocational technical schools, or other sources.

Trainee Selection

The Kansas Department of Human Resources will assist in recruiting, testing, and screening potential trainees in accordance with the company's hiring specifications. The company makes the final selection of the trainees.

Training facilities may be set up in area vocational-technical schools, community colleges, in the plant, or in temporary rental facilities.

Supervision and Evaluation

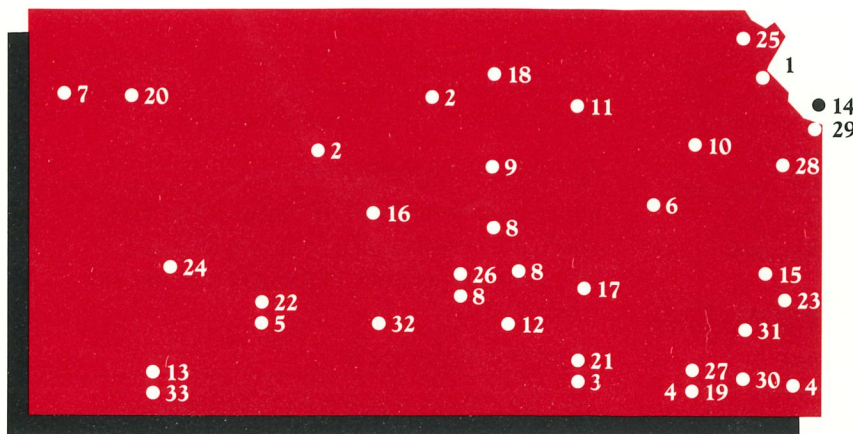
Both company representatives and state and local personnel supervise training activities and make adjustments as necessary. The training program is evaluated jointly by the company and the state and local training agencies at the program's completion.

Cost of Training

The Kansas Department of Economic Development and the Kansas Department of Education—Vocational Education pay the negotiated cost for the training. Examples of

typical training costs provided are instructor salaries; travel, lodging and meals; video tapes, training manuals and textbooks; supplies and materials; minor equipment; certain utility costs; and curriculum planning and development.

Training Programs Available— 14 Area Vocational Technical Schools & 19 Community Colleges in Kansas



Area Vocational Technical Schools

1. Northeast Kansas AVTS—Atchison
2. North Central Kansas AVTS—Beloit, Hays
3. Cowley Co. C.C./AVTS—Arkansas City
4. Southeast Kansas AVTS—Coffeyville, Columbus
5. Southwest Kansas AVTS—Dodge City
6. Flint Hills AVTS—Emporia
7. Northwest Kansas AVTS—Goodland
8. Central Kansas AVTS—Newton, Hutchinson, McPherson
9. Salina AVTS—Salina
10. Kaw AVTS—Topeka
11. Manhattan AVTS—Manhattan
12. Wichita AVTS—Wichita

13. Liberal AVTS—Liberal
14. Kansas City AVTS—Kansas City

Community Colleges

15. Allen Co. C.C.—Iola
16. Barton Co. C.C.—Great Bend
17. Butler Co. C.C.—El Dorado
18. Cloud Co. C.C.—Concordia
19. Coffeyville C.C.—Coffeyville
20. Colby C.C.—Colby
21. Cowley Co. C.C.—Arkansas City
22. Dodge City C.C.—Dodge City
23. Ft. Scott C.C.—Ft. Scott
24. Garden City C.C.—Garden City
25. Highland C.C.—Highland
26. Hutchinson C.C.—Hutchinson
27. Independence C.C.—Independence
28. Johnson Co. C.C.—Overland Park
29. Kansas City, KS C.C.—Kansas City
30. Labette Co. C.C.—Parsons
31. Neosho Co. C.C.—Chanute
32. Pratt Co. C.C.—Pratt
33. Seward Co. C.C.—Liberal

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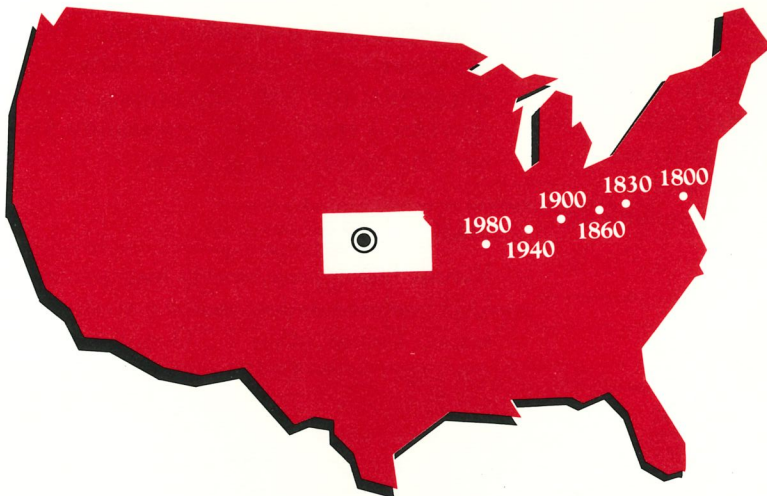
Markets/Transportation

KANSAS

Access to Markets

As the center of the U.S. population continues to move westward each year, Kansas finds itself in a greater strategic position. With this locational advantage, Kansas serves as an ideal location for

Location/Markets



- Center of U.S. Population
- Geodesic Center of U.S.

business firms serving national or regional markets. From a profit standpoint, the state's central location makes shipment of goods less costly due to easy accessibility to major metropolitan centers. Numerous production facilities, warehouses and distribution centers have chosen Kansas because its central location reduces shipping costs.

Facilitating its strategic location, Kansas has a well-developed transportation network.

The state has an excellent highway system and ranks third nationally in total road and street mileage. With Interstate-70 providing access to the east and west coasts, and Interstate-35 providing access north and south, Kansas is a major hub for trucking.

Interstate-29 provides further access north from Kansas City. Interstate-44 offers close interstate proximity to communities in southeast Kansas.

With over 7,200 miles of railroad trackage and with freight service provided by fourteen rail carriers, goods are moved quickly and in a cost effective manner. A major rail terminus in Kansas City facilitates the movement of products to major marketing centers across the country. In fact, Kansas City is the second leading rail center in the nation based on the amount of annual shipments.

Another factor in the state's transportation network is an airport system evenly distributed across the state linking Kansas communities with key cities throughout the U.S. Currently, fourteen airports provide commercial service.

Kansas City International Airport (KCI) serves eastern Kansas as a rapidly expanding air transportation hub. KCI serves as an important national focal point for both passenger and air cargo service with daily, direct service to 81 U.S. cities. With great potential for air traffic expansion, KCI offers a valuable resource for businesses needing access to air service.

Wichita's Mid Continent Airport has grown rapidly over the last several years and has emerged as an important air traffic center. Strategically located in south central Kansas, Mid Continent offers passenger and air freight service to businessmen from the central and western portions of the state.

Market Potential

Kansas offers business and industry excellent opportunities for reaching potential customers. Approximately 31% of the nation's population (70 million persons) lives within 500 miles of Kansas' borders. Slightly over 29% (49 million persons) of the nation's urban population and 31% (25 million) of the nation's households fall within this same distance.

For the business selling directly to the consumer market, it is estimated that within a 500-mile radius of Kansas, slightly over \$600 billion in effective buying income (disposable personal income) is available for

the purchase of goods and services. This figure equates to about 30% of the effective, national buying income.

Approximately \$330 billion is spent on retail sales within a 500 mile radius of Kansas' border, representing almost 32% of all retail sales nationwide. Within this same geographic area, the populace spends more of its disposable personal income on retail sales than the national average.

For the firm selling directly to other businesses, over 42,000 manufacturing plants are located within a 500-mile radius of Kansas. About a third of those plants have over 100 employees. Approximately \$660 billion worth of goods are shipped annually from these manufacturing plants. With a per plant average of almost \$16 million in shipments, the area surrounding Kansas provides a tremendous opportunity for sales and the movement of goods.

Rail

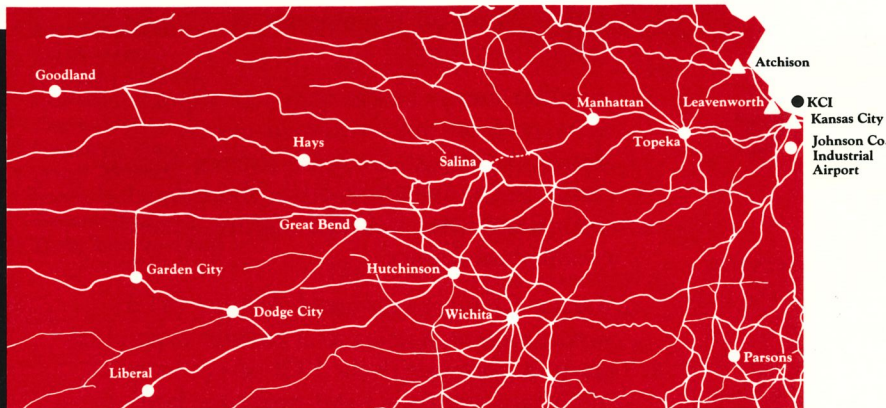
Kansas has approximately four percent of the U.S. railroad miles, ranking sixth among all states. Kansas offers 7,233 miles of total trackage, with 3,968 miles of main line trackage and 3,265 miles of branch line trackage.

Major Railroads in Kansas

Railroad	Mileage
Union Pacific/Missouri Pacific Railroad	2,731
Atchison, Topeka & Santa Fe Railway Co.	2,498
Burlington Northern, Inc.	640
Mid States Port Authority	378
St. Louis Southwestern Railway Co.	369
Oklahoma-Kansas-Texas Railroad	228
Missouri-Kansas-Texas Railroad Co.	215
Others	190

Freight service in Kansas is provided by fourteen rail carriers, which haul more than 20 billion ton miles of goods annually in

Rail, Air and Barge



- Airports with Commercial Service
- ▲ Barge Terminals
- Rail Lines

Kansas. In addition, these companies are energetic promoters of new industrial sites and planned area development.

In-Transit Shipping Times to Major Cities (In Days)

Destination	Car Load Shipments*	LTL**	TL***
Atlanta	5	4	3
Boston	6	5	4
Chicago	2	3	2
Cleveland	5	3	3
Dallas	3	3	3
Denver	2	2	2
Detroit	5	3	3
Kansas City	1	1	1
Los Angeles	5	4	4
Memphis	3	3	3
New York	7	4	4
Omaha	2	1	1
Oklahoma City	2	2	2
Philadelphia	6	4	4
Phoenix	3	4	3
St. Louis	2	2	2
Seattle	5	5	4

*Less-than-car load shipments are no longer available by rail

**LTL: Less-than-truck load

***TL: Truck load

Interstate and Major Highways



- Interstate Highways
- U.S. Highways
- ▲ Communities over 5,000

Throughout the state, both urban and rural areas are provided with excellent rail service. In fact, over 900 incorporated and unincorporated cities are served by rail. Due to the abundance of track mileage in Kansas, over 110 communities are served by more than one railroad. In those communities where straight interchanges are available, reciprocal switching agreements are possible between railroads. Over seventy reciprocal switching points are available across the state.

Twelve piggyback ramps operate in Kansas. The facilities are located in Kansas City, Liberal, Parsons, Wichita, Emporia, and Newton.

The Amtrak rail passenger system operates daily runs through Kansas on its Chicago to Los Angeles and return route. Kansas cities served by Amtrak on this route include Topeka, Lawrence, Emporia, Newton, Hutchinson, Dodge City, and Garden City.

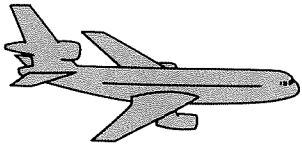
Highways

Kansas' motor carrier service is greatly facilitated by a system of interstate highways, primary roads, and secondary roads. There are nearly 9,000 highway miles in the state. Kansas has over 820 miles of interstate highway, with over 97% of the mileage completed. Interstate-70 crosses Kansas from east to west, and Interstate-35 provides access from Kansas City, southwest through Wichita.

Operating in and through Kansas are more than 5,800 common carriers and 9,300 contract carriers. Due to the state's proximity to major markets across the country, transit times for common carriers are most competitive.

Motor carriers operating in and through the state are governed by maximum gross vehicle

weights. The maximum gross weight allowable on the interstate highway system is 80,000 lbs. The corresponding maximum gross weight on the state-U.S. highway system is 85,500 lbs. For both the interstate system and state-U.S. highway system, the weight limitation on single axles is 20,000 lbs., and on tandem axles it is 34,000 lbs. The maximum distance allowable between extreme axles is 60 feet. The maximum total length on a single truck is 42½ ft. and on a semi-trailer is 65 ft. (K.S.A. 8-1908; 8-1909).



Air

Kansas' involvement in the aviation field is more than from a strict transportation standpoint. More than 50 percent of the general aviation equipment in the U.S. flows from the highly technical complex composed of Beech, Cessna, Gates Learjet, and related corporations in the south central portion of the state.

Since aviation is one of the cornerstones of the Kansas economy, it follows naturally that Kansas has a well-developed airport system. The state ranks 12th nationally in the number of airports. More than 120 public airports are open to general access with approximately two-thirds of these having paved runways. Not only are airports plentiful in Kansas, but they are also evenly distributed throughout the state.

The two largest commercial air service facilities available to Kansas are the Kansas City International Airport and the Wichita Mid Continent Airport. Within Kansas, fourteen airports provide commercial service. These airports are located in Wichita, Topeka, Manhattan, Salina, Hutchinson, Parsons, Great Bend, Hays, Liberal, Dodge City, Garden City, Goodland, Lawrence, and Johnson County Industrial Airport.

Serving the state are many nationwide and regional air carriers. In addition, there are a number of air commuter services located throughout the state which can provide supplemental service to various portions of the state.

Rounding out the Kansas aviation infrastructure is air cargo service. Direct cargo service is offered to Los Angeles, New York City, Denver, Dallas-Fort Worth, St. Louis, Kansas City, and a number of other important cities. Among the air cargo industry leaders serving Kansas are: Emery, Federal Express, Airbourne Freight, Flying Tigers and Purolator Courier.

Inland Waterways

Traffic on inland waterways is on the upswing. With rising fuel costs, waterways are regaining some of the business lost to the faster modes of transportation.

Kansas is fortunate to have 122 miles of Missouri River access in the northeast corner of the state. The major Kansas ports located on this stretch of the Missouri River are at Atchison, Leavenworth, and Kansas City. The bulk of the shipments are comprised of foodstuffs, fertilizer, and machinery. The shipping season is between eight and nine months duration.

**For full details contact:
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KANSAS DEPARTMENT OF ECONOMIC DEVELOPMENT

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Telex: 437231 KS KDED TPK**

National Carriers:

- * American Airlines
- * Continental Airlines
- * Northwest Airlines
- * Trans World Airlines
- * United Airlines
- * Eastern Airlines
- * Delta Airlines
- * US Air
- * Pan Am
- * Air I
- * World Airways

Regional Carriers:

- * Frontier Airlines
- * Air Midwest
- * Republic Airlines
- * Midway
- * Trans-Central
- * American West
- * Ozark Airlines
- * Southwest Airlines
- * Western Airlines
- * Texas International

KANSAS

Tax-Exempt Bonds for Economic Development

Tax-exempt bonds are one of the most economical methods of financing available to credit-worthy companies planning to construct and equip new facilities, expand, re-equip or remodel existing facilities.

Definition

Economic development bonds, generally referred to as industrial revenue bonds (IRBs), are securities issued by municipalities and counties for the purposes of purchasing land, constructing buildings thereon, and equipping same or purchasing existing facilities, for lease and eventual sale to responsible companies. Principal and interest on the bonds are paid only from the rental payments made by the lessee. It is not intended that there be any direct profit to, or contingent liability on the part of, the lessor. It is vital that the company have sufficient financial resources to assure prompt payment of obligations over the life of the bond issue. Such bonds represent a low-cost method of financing job development, thereby improving the overall economic welfare of the community.

How They Work

Economic development bonds provide funds for 100 percent financing of the cost of the land, buildings and equipment as well as other developmental and financing costs including, but not limited to, engineering, architectural, legal and underwriting expenses related to the project. The cost of the funds is significantly below that of other alternatives because the interest paid to

holders of such bonds is exempt from Federal and State of Kansas income tax liability.

The repayment schedule for IRBs can be structured to meet the cash flow circumstances of each individual company; it may be in the form of level debt service payments or a variation of that method. An issue of bonds maturing in 20 years is regarded as the standard term; however, a shorter maturity schedule will produce a lower interest cost. The bond repayment schedule may take the form of serial or term maturities.

This form of financing in Kansas is such that it is accomplished without the involvement of Federal regulatory agencies. However, as a result of the Federal 1984 Tax Act (see Federal Restrictions), IRB users must file a notification in writing with the Secretary of the Kansas Department of Economic Development (KDED).

Requests for issues of \$10 million or less shall be approved in the order of receipt by KDED. The Secretary of KDED shall act on such requests within five days. The Secretary will have 21 days to act on requests over \$10 million.

Approval of the issuance of IRBs by the Secretary of KDED expires 60 calendar days after the approval date of the original request. If issuance of the bonds has not begun within that time period, the issuer can reapply for approval, with the new approval date in effect for 30 days.

In addition, the IRB user must file certain documents and information with the Kansas Board of Tax Appeals. This filing is for

public record purposes and does not involve regulatory proceedings.

Under normal conditions the entire process of bond issuance can be completed within 60 days and necessitates only minimal staff commitment by the lessee company.

The lease agreement is designed so as to entitle the lessee to normal depreciation, deduction of the interest payments and use of applicable investment tax credits.

State law allows the property financed with IRBs (taxable or tax-exempt) to be exempt from local ad valorem (real and personal property) taxation for ten years after the bonds are issued. It should be pointed out that some municipalities require varying percentages of normal taxes be paid during the ten years in the form of "payments in lieu of taxes," some opt for making charges for "city services," while others follow the full ten year ad valorem tax exemption. The cost of building materials and items of equipment permanently installed are exempt of state and local sales taxes.

The tax-exempt feature of bond interest will result in savings of 2-3% over conventional interest costs.

Project Limitations

Limitations have been imposed upon the dollar amount of a single project that can be financed by tax-exempt development bonds. Section 103 of the Internal Revenue Code was amended in the fall of 1978 to the extent that:

- A. An issuer can provide a company with up to one million dollars tax-exempt bonds free of any restriction on capital expenditures; or
- B. An issue or issues of revenue bonds can provide a maximum of ten million dollars in tax-exempt financing subject to the limitation that a company is restricted to a capital spending program of \$10 million at any one location over

a period of three years before and three years after the date of issue. If capital expenditures exceed this limit during the six-year period, the bonds will lose their tax-exempt status at that time. Provisions in the lease provide for automatic and mandatory redemption of the outstanding bonds if such a violation occurs.

- C. If a municipality applies for funds through HUD's Urban Development Action Grant program for use in a project, then the capital expenditure limit becomes \$20 million of which \$10 million can be financed with tax-exempt bonds and the balance with taxable IRBs.
- D. In the event a company contemplates capital expenditures which do not conform with the limitations as set forth in Section 103 of the IRS Code, advantages can still accrue. For example, a firm planning a capital outlay of \$15 million could finance \$1 million through tax-exempt bonds and the balance by taxable bonds. This approach continues to permit an exemption of all bond financed property from ad valorem taxation, etc. Hence, taxable IRBs in any amount can still produce lower financing (on a net basis) in Kansas than conventional methods.

Revenue bonds to finance air and water pollution control facilities and for some other limited purposes are completely exempt from the above size limitations.

Federal Restrictions

The 1984 Federal Tax Act imposes restrictions on the issuance of tax-exempt IRBs. The Federal legislation set a volume cap of \$150 per capita on the issuance of such bonds during a calendar year. In 1984, Kansas is limited to \$360 million ($\$150 \times$ state population of 2.4 million) in tax-exempt bonds.

A transition rule exempts from the cap any bond issue receiving an inducement resolution or other comparable preliminary approval before June 19, 1984, provided the issue is issued before January 1, 1985.

In addition to the volume cap, limitations on tax-exempt IRBs include:

- A. A \$40 million limit on the outstanding amount of tax-exempt IRBs for which the same company is considered the "beneficiary." The \$40 million limit is distinguished from the existing \$10 million and \$1 million small issue limits (see Size Limitations) in that the \$40 million is determined on a nationwide basis.
- B. The aggregation of separate small issues, part or all of which are to be used with respect to a single building, enclosed shopping mall or a strip of offices, stores or warehouses using common facilities. The provision requires that all of the issues for the different project portions be considered a single issue and that the principal user be considered the principal user for the aggregated issue. This applies to bonds issued after December 31, 1983.
- C. Elimination of the use of IRBs for financing skyboxes or private luxury boxes, airplanes, health club facilities, gambling establishments or stores, the principal business of which is the sale of alcoholic beverages for consumption off the premises.
- D. Prohibiting more than 25% of bond issue proceeds to be used to acquire nonagricultural land. Unless special exceptions can be met, the provision applies to all IRBs, including small issues and issues for exempt facilities and refundings, issued after December 31, 1983. In effect, this provision sets out the requirement that a purchase with bond proceeds of land, buildings, and improvements cannot have land costs

exceeding 25% of the total purchase costs.

- E. Denying the use of any industrial development bond proceeds to finance just the acquisition of existing property. However, under the rehabilitation exception, proceeds of tax-exempt IRBs may be used to acquire an existing building (and the equipment therefore), provided that the cost of rehabilitating the property equals or exceeds 15% of the portion of the cost of the existing property financed with the proceeds of the bonds. Rehabilitation must occur within two years after the date the building or facility is acquired or the date the bonds were issued.

Again, a rehabilitation exception exists for "facilities other than a building" (ex. public facilities) except that the cost of rehabilitating such facilities must exceed 100% of the portion of the cost of the facilities financed with bond proceeds. Once again the two year time limit is in effect.

- F. The requirement that depreciation be figured on a straight-line cost recovery basis for property placed in service after December 31, 1983.
- G. Extension of the small issue IRB exception from December 31, 1986 to December 31, 1988. However, the extension is only for a "manufacturing facility" which is defined as "any facility which is used in the manufacturing or production of tangible personal property (including the processing resulting in a change in the condition of such property)."

Bonds Exempt From SEC Registration

On August 10, 1970, Congress amended Section 3(a) (2) of the Securities Act of 1933 and Section 3(a) (12) of the Securities Exchange Act of 1934 to exempt from the registration provisions of those Acts certain issues of IRBs. In addition, the SEC

exempted such bonds from the filing or qualifying requirements of the Trust Indenture Act of 1939. These exemptions increase the economic advantage of a company in using IRB financing.

Repayment of Bonds

The repayment schedule can be tailored to fit the company's particular financial requirements. By far the majority of development bond issues are structured around a 20-year maturity schedule. Generally the bonds are not callable during the first ten years except in the eventuality of damage or destruction of the property or condemnation. Terms and conditions governing such events are contained in the lease and other documents as well as details concerning the price at which bonds may be redeemed upon expiration of the non-callable period.

The Lease Agreement

The basic security instrument is a lease agreement usually written on a "net-net" basis. It is fundamentally an unconditional obligation of the company to pay specific amounts sufficient to amortize the bonds over the term of the lease. The issuer has no control or authority over the construction nor in the ordinary operation of the project by the company. The company may make structural changes to the building and replace items of machinery and equipment within certain limits. There are, of course, no restrictions on replacement equipment to be purchased with corporate funds. Maintenance of the property and adequate insurance is the direct responsibility of the company. Other provisions of the lease agreement include:

A. Obligation of the company to complete the project in the event the bond proceeds prove to be insufficient to cover all costs.

- B. Provisions to allow the company to terminate in the event of condemnation or destruction of the project.
- C. Assignment and sub-leasing by the lessee.
- D. Replacement of equipment.
- E. Criteria and remedies in the event of default.
- F. Purchase of the facility at a nominal price and/or renewal options upon final maturity of the bonds.
- G. Arrangements for later expansion of the facility and conditions concerning disposal of excess land.

Procedure for Bonds Issuance

The main steps to be undertaken toward completion of this type of financing and before ground is broken are:

- A. Agreement relating to formation of underwriting arrangements and securing no more than an option on building site.
- B. Execution of a resolution of intent between issuer and company.
- C. Notification of the Secretary of KDED of the intent to issue IRBs.
- D. "Approval of Issuance" extended by the Secretary of KDED based upon the availability of a portion of the state IRB cap.
- E. Completion of first draft of the following basic documents by bond counsel:
 - (1) Lease agreement between issuer and company.
 - (2) The bond resolution or ordinance authorizing the financing to be adopted at a later date by city governing body.
- F. Adoption of bond ordinance by issuer authorizing the financing.
- G. Execution of the basic documents.
- H. The closing, at which delivery and

payment for the bonds is made by the investment banker/underwriter and proceeds deposited into a construction account.

- I. Written notification to the Secretary of KDEd within five days after issuance to verify date and amount of issuance.

Alternative Types of Financing

Community Development Block Grant (CDBG): The Kansas Department of Economic Development administers this program for the U.S. Department of Housing and Urban Development. Cities and counties can apply for CDBG economic development funds to be used for water, sewer or other infrastructure improvements to assist new or existing companies to create or retain jobs. These funds can also be used to provide direct financial assistance to firms for the acquisition of land, construction of buildings, and purchase of machinery and equipment. CDBG funds can be in the form of grants or low-interest loans to the recipient firm by the sponsoring city or county.

Small Business Administration: The mission of SBA is to help people get into business and to stay in business. SBA offers a variety of loan programs to small businesses that cannot secure financing from conventional lenders. The two basic types of business loans are:

1. Loans made by private lenders, usually banks, and guaranteed by SBA. Loans can be guaranteed up to a maximum of \$500,000 or as high as 90% of the loan. The average size of a guaranteed loan is \$155,000 and the average maturity is eight years.
2. Loans made directly by SBA. The maximum loan limit is \$150,000. A direct loan cannot be made unless a private lender refuses to make a loan or take part in a SBA guaranteed loan.

“503” Certified Development Companies: The Certified Development Company Loan Program, as sponsored by the Small Business Administration (SBA), provides “503” loans for fixed asset purchases, such as land, buildings and equipment. Small businesses can receive up to \$500,000 for eligible project costs, although the SBA portion cannot exceed 40% of the total project cost. The “503” program enables small businesses to keep working capital invested in profit-making receivables and inventory, rather than fixed assets. Nearly 90% of cities and counties in Kansas belong to a Certified Development Company.

Kansas Development Credit Corporation (KDCC): The Kansas banking community established the KDCC to provide loans to businesses unable to secure financial assistance from conventional lenders. The KDCC operates by borrowing funds from more than 400 member Kansas banks. The maximum loan is \$250,000. In addition, KDCC purchases the SBA guaranteed portion of new or existing loans from Kansas banks. KDCC can serve manufacturers, retailers, wholesalers, or service firms.

Kansas Venture Capital, Inc.: The Kansas Development Credit Corporation and the Kansas banking community formed Kansas Venture Capital, Inc. to provide debt/equity capital to small businesses. Kansas Venture Capital can loan up to \$200,000 to any company that meets SBA requirements for a small business.

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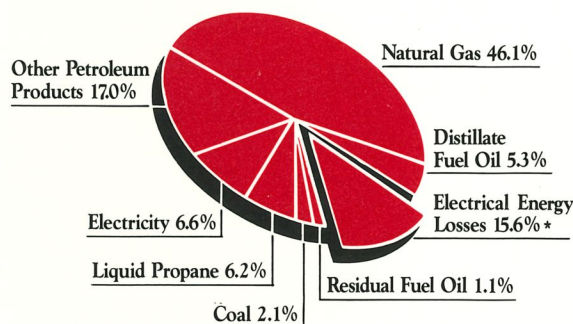
Utilities

KANSAS

Natural Gas

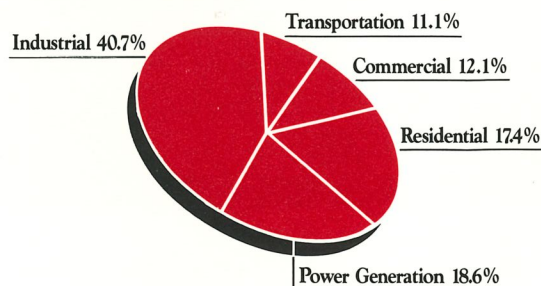
Kansas has a long-term supply of 1,000 Btu rated natural gas available for industrial use. Throughout most areas of the state there are no marketing constraints on the sale of the fuel, hence requirements of new large-volume customers can be met. In 1981, the latest reporting year, the use of natural gas by Kansas manufacturers surpassed the use of any other energy.

Kansas Industrial Energy Consumption, 1981



*Electrical Energy losses are incurred in the generation and transmission of electricity plus plant use and unaccounted for losses.

Kansas Natural Gas Consumption, 1981



SOURCE: U.S. Department of Energy.

There are 43 natural gas companies in Kansas. During 1981, these companies

supplied the state's industrial users with 175.0 billion cubic feet. Although in recent years industrial use of natural gas has declined throughout the U.S. as a whole, usage in Kansas has remained stable.

Natural gas consumed in Kansas is transported by a number of pipeline/transmission companies. The two major pipelines serving the state are Northwest Central and Internorth, transporting approximately 60% of the state's total consumption.

Although Kansas manufacturers obtain natural gas primarily from distribution companies, direct hookups from transmission lines are generally available in those few areas not served by distributors. Of the 43 natural gas companies serving Kansas, 25 operate transmission lines, 10 operate distribution lines, and eight operate both transmission and distribution lines. The major companies within each category are detailed as follows:

Major Natural Gas Companies Serving Kansas

Company	Type	Constraints on Large Volume Users	Direct Transmission Line Hookups Available to Industrial Users
Gas Service	Distribution	None	N/A
Northwest Central Pipeline Corp.	Transmission	None	Yes
Internorth, Inc.	Transmission/ Distribution	None	Yes
Kansas Power & Light	Transmission/ Distribution	None	Yes
KN Energy, Inc.	Transmission/ Distribution	Variable MCF/Year	Yes
Arkansas-Louisiana	Transmission/ Distribution	None	Yes
Union Gas System	Transmission/ Distribution	None	Yes

SOURCE: "Telephone Survey", August, 1984, KDED.

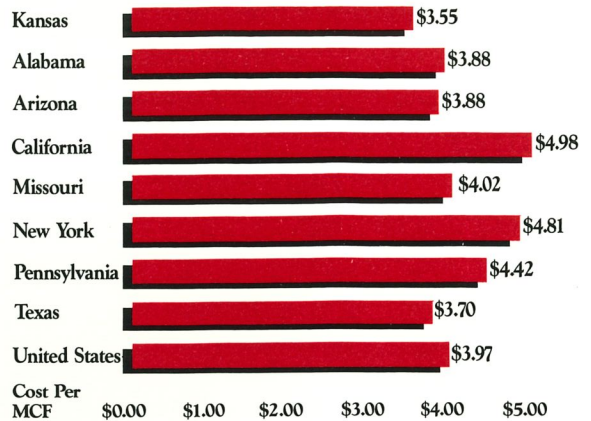
In 1982, Kansas ranked fifth nationally in natural gas production, comprising 2.3% of the total U.S. production with 430,000,000 MCF extracted. Kansas natural gas production is 7.3% more than its consumption.

The state contains one of the world's largest deposits of natural gas—the Hugoton Gas Area. Located in the southwest corner of Kansas, the Hugoton Area spans over 4,800 square miles. During 1982, Hugoton accounted for 60% of the state's gas production. Additional gas deposits are located in the south central and southeastern sectors of the state.

Kansas' sizable natural gas production along with its excellent transmission and distribution network cause industrial gas rates to be below the national average.

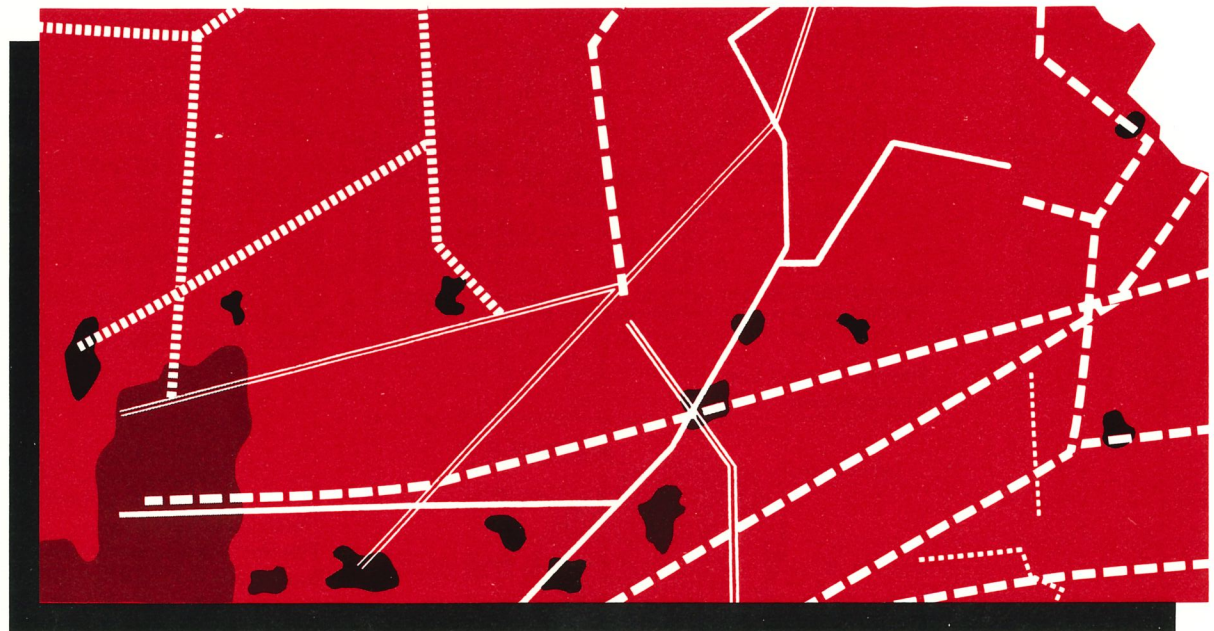
Major Natural Gas and Pipeline Companies in Kansas

Average Natural Gas Prices to Industrial Users by Selected States, 1982



SOURCE: American Gas Assoc., Gas Facts, 1982 Data, Arlington, VA 1983

NOTE: During June, 1984, the price of natural gas to industrial users in Kansas averaged \$3.70 per MCF. This price is based on 3,000 MCF per month usage.



————— Kansas Power & Light
===== Arkansas—Louisiana
===== Internorth
..... Union Gas
..... Kansas-Nebraska
----- Northwest Central Pipeline Corp.

■ Hugoton Gas Area
 ■ Gas and Oil Area
 ■ Gas Area

Electric Power

Four investor-owned companies generate over 60% of the electric power in Kansas. The balance of the state's electric power is generated by two out-of-state investor-owned companies, two investor-owned cooperatives, and 60 municipal utilities. Of the municipal utilities which generate power, 56 of these are interconnected with investor-owned entities. Coupled with the state's generating capabilities, there is a network of 36 cooperatives and 68 municipalities providing strictly distribution service.

Analysis of Investor-Owned Utilities in Kansas

	Percent Change 1978-1982			
	1978	1982	Kansas	United States
Energy Sales to Industrial and Commercial Users . . . (kilowatt-hours in millions)	9,692	9,793	+ 1.0	- 0.1
Generating Capacity (kilowatt-hours in millions)	5,122	6,442	+ 25.8	+ 10.0
Industrial & Commercial Customers	81,127	84,161	+ 3.7	+ 8.2
Line of 22,000 volts and above	10,329	9,777	- 5.3	+ 5.6

SOURCE: Edison Electric Institute.

The intrastate power network is interconnected with most electric systems east of the Rocky Mountains via a multi-state grid system. A 345,000 volt transmission line runs from Oklahoma to Kansas City and on to St. Louis, before branching out into the Eastern United States. The grid system allows for cost effective purchases of electric power, in addition to providing a source of electric

Major New Power Plants Under Construction or Completed

Plant	Company	Location	Capacity (megawatts)	Type
Jeffery Energy Center (1) . .	Kansas Power & Light	Pottawatomie County	2,040 (3 units)	Coal
Sunflower Electric (2)	Sunflower Electric	Garden City	280	Coal
Wolf Creek (3)	Kansas Gas Electric	Burlington	1,150	Nuclear

(1) All three units have been completed and are currently in use. Also participating in the project are Kansas Gas & Electric, Missouri Public Service Company, and Western Power Division of Central Telephone & Utilities (Central).

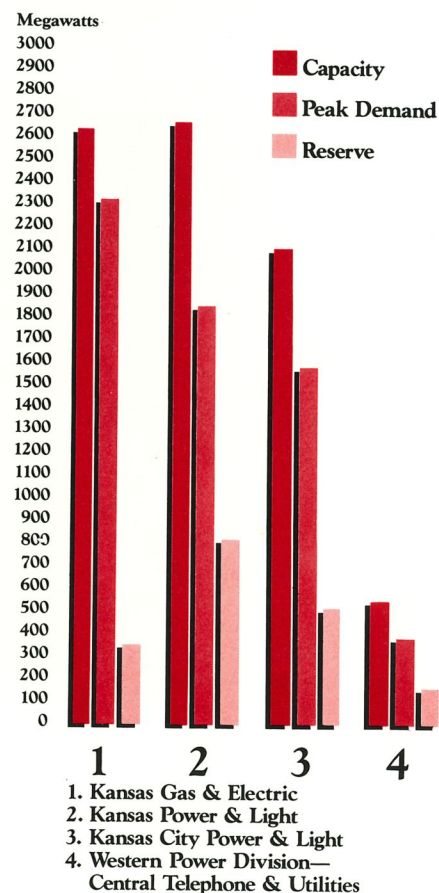
(2) The unit was completed in August, 1983. Sunflower is owned and governed by its eight distribution rural electric members throughout the western one-third of Kansas.

(3) The plant is scheduled to be completed in February, 1985. Kansas Gas & Electric is in partnership with Kansas City Power and Light and Kansas Electric Power Cooperatives, Inc. on this project.

energy during emergencies. Over the last 15 years, Kansas has experienced no major electric power shortages.

One of the best indicators of an electric power system's reliability is the reserve power capacity of the system. Unless sufficient reserve capacity is in existence, peak power demands cannot always be met. The nationwide electric power industry recommends a reserve capacity of 15% of total generating capacity. The current combined reserve capacity of the four major investor-owned companies in Kansas is 22.7%. By 1985, the combined reserve capacity is estimated to be at 29.1%, thus continuing the state's excellent record for reliable service.

Four Major Power Suppliers in Kansas



SOURCE: "Telephone Survey to Individual Power Suppliers," Kansas Department of Economic Development, August 22, 1984.

Of major importance to the electric energy base is the close proximity to an abundant supply of low-sulfur coal in Wyoming. The Wyoming coal fields supply over 70% of the coal used in the generation of electric power in Kansas.

Because of the close proximity to a major source of coal, the resulting low transportation costs make coal an extremely cost-effective source of fuel for power generation. During 1982, the cost of fuels per kilowatt-hour produced in Kansas were: coal—1.19¢, natural gas—2.18¢, and fuel oil—3.05¢.

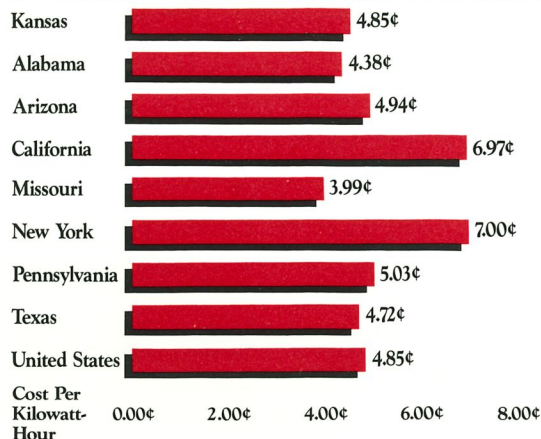
The following table shows the shift from natural gas to coal for electric power generation. As a result, coal has emerged as the dominant source of electric power generation.

Electric Power Generation by Energy Source

	Coal	Oil	Natural Gas
1982	76.6%	1.2%	22.2%
1978	50.5	10.1	39.8
1974	16.2	5.4	78.4

Along with a low fuel cost for power generation, a strong record of reliable service and excellent reserve capacity, Kansas features competitive electric prices. The following graph compares Kansas with selected states in terms of investor-owned utilities.

Average Electric Prices for Industrial Users by Selected States, January, 1984



NOTE: The prices are based on 5,000 KW demand and 2,500,000 KWH. Prices include base rate, surcharge, fuel.

Representative Electric Prices in Kansas to Industrial Users for Selected Levels of Service, January, 1984

Cost Per Kilowatt-Hour

Kilowatt Demand	Load Factor (%)	Cost (¢)
300	27	7.16
300	55	5.59
500	27	7.09
500	55	5.53
1,000	27	6.98
1,000	55	5.39
5,000	42	5.74
5,000	69	4.85
10,000	42	4.83

NOTE: Cost per Kilowatt-Hour includes base rate, surcharges, fuel adjustment, and research and development.

SOURCE: Edison Electric Institute, Winter, 1984.

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Taxes/Incentives

KANSAS

The legislative and executive branches of the Kansas state government are committed to providing an equitable tax environment for business. Kansas' corporate income tax rate was last changed in 1970.

Job Expansion and Investment Act

The establishment of new business facilities is an important factor in the growth of the Kansas economy. As a result, the State of Kansas grants an income tax credit to encourage new business facilities.

The Job Expansion and Investment Credit Act, as set forth in K.S.A. 79-32,153, allows for a qualifying business to receive the tax credit for a period up to ten years. The act authorizes the credit to individuals, corporations, and fiduciaries meeting the provisions of the statute.

In order to qualify for the credit, a new business must meet certain conditions:

- First, the new business must be a taxpayer in the state.
- Second, the new business must be a revenue producing enterprise. A revenue producing enterprise is one involving assembly, fabrication, manufacture, or processing of any agricultural, mineral, or manufactured product; storage, warehousing, distribution, or sale of any products of agriculture, mining, or manufacturing; feeding of livestock in a feedlot; operation of laboratories of research, development, or testing; performance of services of any type; or the administrative management of any of the above activities.
- Third, the new business must establish a new business facility. This includes any factory, mill, plant, refinery, warehouse, feedlot, or other building, and all accompanying land, machinery, equipment, and other real and tangible personal property.

- Fourth, the new facility must employ at least two new employees.

Once these conditions are met, the new business is allowed an income tax credit of \$100 per each new employee, plus \$100 for each \$100,000 of new capital investment. This tax credit cannot exceed more than 50% of the total income tax liability for the year the credit is taken. The credit is recomputed each year during the 10-year period to reflect any changes in the amount of jobs or capital investment.

The Job Expansion and Investment Credit Act is not only applicable to new business, but also to certain facility expansions. Facility expansions are eligible for the credit if the amount invested in the expansion exceeds \$1,000,000, or if less, exceeds 100% of the investment in the original facility. In addition, the expansion must fall within the definition of a new business facility.

Coupled with the aforementioned standard provisions, other provisions allow for individual flexibility:

- First, a business may elect to delay the start of the 10-year period for up to three years.
- Second, a business may transfer or retain the credit if the facility is acquired by, or leased to, another entity.

Corporate Income Tax

For corporations whose facilities are solely within the state boundaries, the following computation is used: The tax is computed at a rate of 4½% of net income. Net income in excess of \$25,000 is subject to a 2¼% surtax.

For those corporations having facilities both inside and outside the state, the net income attributed to the Kansas operations is a proportion based upon the percentage of the corporation's business that is located in Kansas. This is based on a "three-factor

formula" of the proportion of sales, property, and dollar payroll attributed to the Kansas facility.

The following example demonstrates how the state corporate income tax interfaces with the Job Expansion and Investment Credit Act. This example is based on 100 employees, \$1,000,000 capital investment, and \$200,000 Kansas taxable net income:

1. Kansas taxable net income.....	\$ 12,937.50
2. Kansas corporate income tax.....	\$ 12,937.50
(a) 4½% × \$200,000.....	\$ 9,000.00
(b) 2¼% × excess of \$25,000, ie.,.....	\$ 3,937.50
3. Credit.....	\$ 6,468.75
(a) \$100/employee.....	\$10,000.00
(b) \$100/\$100,000 capital investment.....	\$ 1,000.00
(c) TOTAL credit.....	\$11,000.00
NOTE: Total credit cannot exceed 50% of corporate income tax.	
4. Total income tax liability-line 2 minus 3	\$ 6,468.75

Since the tax credit can be taken for up to 10 years, the total amount saved can be quite substantial. If the aforementioned example were to remain constant for the 10-year period, a total savings of \$64,687.50 would be realized.

Enterprise Zone Act

The Enterprise Zone Act, as set forth by K.S.A. 12-17,107, allows for the establishment of enterprise zone areas in eligible communities. Special incentives are provided to both new businesses locating in designated zone areas and existing companies expanding in such areas.

Zone area companies receive expanded credits under the Job Expansion and Investment Credit Act:

- \$350 for each new business facility employee.
- \$350 for each \$100,000 of new capital investment within the enterprise zone.
- \$500 for each new business facility employee that qualifies the employer for the Federal Targeted Jobs Tax Credit.

Increased job credits apply only for employees who are residents of Kansas. Tax credits may not exceed 50% of the company's state income tax liability.

In addition, all sales tax paid on the purchase and installation of machinery and equipment in a zone area facility shall be refunded. A sales tax refund is also provided for materials and services used in constructing, reconstructing, or enlarging such a facility.

Unemployment Insurance

Employer contribution rates in Kansas range from 0.06% to 6.4% on the first \$8,000 in wages paid annually to an employee. Subject to eligibility, there is a one-week waiting period prior to a person receiving any unemployment benefits. The maximum benefit is \$175 per week.

There are special provisions involving an employee that voluntarily leaves work, or an employee that is discharged by the employer. Depending on the specific circumstances, an employee will either be disqualified from receiving benefits for an additional 10 weeks after the one week waiting period, or an employee will be totally denied benefits.

The contribution rate assigned to each employer is based on the experience rate of the employer. If an employer already has a facility in Kansas and has established an experience rating, the employer can elect the same tax for a new facility.

Under Kansas law, a unique approach has been devised for assigning tax rates to new employers by industry division. This allows the entering establishment to benefit by the experience of existing Kansas employers in the same industry division, and normally permits a more favorable rate than the standard entry rate. The industry rate is applicable to new employers until there have been 24 consecutive months immediately preceding the rate computation date of June 30th, throughout which benefits could have been charged against such employer's account. Once eligibility has been established for an experience rating, the employer would then qualify for an adjusted rate. This rate would range from 0.06% to 6.4% contingent upon the reserve ratio of his account relative to all eligible employers.

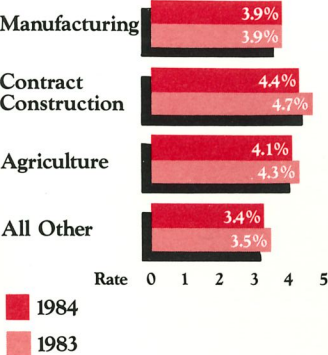
State Unemployment Trust Fund Accounts

	(\$ In Thousands)	
	Trust Fund Balance-12/83 (\$000)	Loan Balance As of 3/31/84 (\$000)
Kansas	\$156,000.0	\$ 0.0
Arkansas	29,000.0	72,000.0
Colorado	0.0	150,978.0
New Mexico	78,460.0	0.0
Oklahoma	30,000.0	0.0

NOTE: The State Unemployment Trust Fund is the account from which weekly unemployment benefits are paid. The loan balance reflects the amount that has been borrowed from the Federal Government.

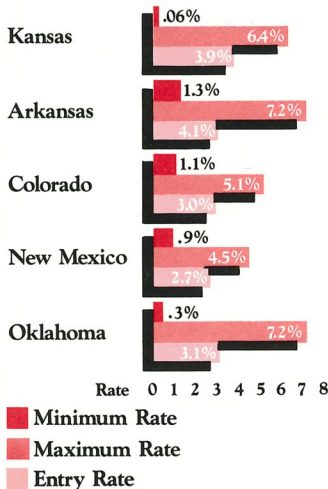
SOURCE: Unemployment Insurance Service, U.S. Dept. of Labor.

Industry Rate for New Employers



NOTE: 1984 percentage rates are based upon the first \$8,000 of annual wages. 1983 rates are based on the first \$7,000 of annual wages.
SOURCE: Kansas Department of Human Resources, Division of Employment.

Unemployment Insurance Rates for Selected States



NOTE: Percentage rates are based upon the first \$7,000 of annual wages in Oklahoma; \$7,500 in Arkansas; \$8,000 in Kansas and Colorado; and \$9,800 in New Mexico.
SOURCE: Kansas Department of Economic Development, Telephone Survey; Kansas Department of Human Resources, Division of Unemployment Insurance.

Workers' Compensation

Premiums for workers' compensation insurance in Kansas are determined by applying the rate for a specific occupation, per \$100 payroll, to the annual wage per employee.

Businesses can obtain workers' compensation insurance from private insurance companies or, upon application, by becoming self-insured.

The current maximum weekly benefit is 75% of the state average weekly wage for a specific occupation. This benefit cannot exceed \$218 per week.

Workers' Compensation Rates for Selected States Rates as of May, 1984

Code	Classification	12/1/83 KS	4/1/84 AR	12/1/83 CO	1/1/84 NM	5/1/84 OK
3076	Aluminum doors and sash	2.70	5.07	4.62	4.93	5.09
3638	Ball and roller bearings	2.34	2.69	2.94	3.70	4.67
3066	Blowers, exhaust and ventilation fans	3.71	7.52	6.16	6.79	4.96
3145	Bolts, nuts and screws	1.83	2.73	2.64	3.68	2.73
4034	Concrete pipe	6.68	9.04	10.05	10.02	7.44
3030	Fabricated structural metal	6.99	6.49	9.29	11.80	7.22
3146	Hardware products	2.63	3.64	6.50	5.41	3.80
3612	Hydraulic pumps	.73	2.93	2.36	3.08	3.09
3632	Machine tools—tool mfg.	2.54	2.83	3.26	3.66	3.50
4583	Nitrogenous and phosphate fertilizers	3.77	5.70	5.45	7.67	5.80
4558	Paint	3.08	4.05	4.50	5.47	3.70
4279	Paper goods mfg.	1.03	2.87	1.72	1.97	1.42
4825	Pharmaceutical mfg.	1.03	2.87	1.72	1.97	1.42
4452	Plastic products—misc.	2.83	3.20	3.59	5.98	3.64
4299	Printing	1.45	1.86	1.82	2.45	1.45
9522	Seats—rail, air and auto	1.34	2.56	3.27	2.56	2.18
3643	Semiconductors and related devices	2.12	2.22	2.22	3.63	2.74
3028	Steel tube	3.64	5.04	5.52	7.97	6.05
2731	Wood products	4.02	8.85	6.83	5.76	5.97

SOURCE: National Council on Compensation Insurance

Freeport Law

The Kansas Freeport Law, as set forth in K.S.A. 79-201F, is designed to provide property tax relief to interstate businesses. Under the provisions of the law, certain personal property is exempt from ad valorem taxation:

- Personal property which is moving through Kansas in interstate commerce.
- Personal property which has been shipped into Kansas and stored in a licensed and bonded warehouse if the final destination of the property is unknown at the time of storage in Kansas, or the interstate movement of the property has been interrupted for not more than five years.
- Goods, wares, and merchandise which are manufactured, assembled, joined, processed, packaged or labeled within Kansas, during the period of time in which they are stored in a licensed and bonded warehouse. Records must be kept showing point of origin, date of receipt, type and quantity, date of withdrawal, and ultimate destination.

A bonded and licensed warehouse is a warehouse that is licensed by the Kansas Secretary of State. A warehouse of this type is one that is engaged in the business of storing goods for hire. A business, such as a manufacturing firm, can become a bonded and licensed warehouse and store its own goods.

In order to qualify for a Freeport Law exemption, a business must show by verified statement that the final destination of at least 30 percent of the previous year's sales or shipments from the storage area were shipped in interstate commerce to a point outside the State of Kansas.

The business must furnish the county assessor a report of the monthly average inventory for the preceding calendar year and a report of the value of shipments for final destination outside the state for each month of the previous calendar year.

The business is entitled to an exemption based on a ratio of the value of shipments that were made in interstate commerce to the value of total shipments. This ratio is then multiplied by the average monthly inventory to obtain the entitled exemption.

Freeport Laws for Selected States

	Must Goods Be Shipped In From Out- of-State	Must Storage Facility Be Public	Are Consignor OR Consignee Prohibited From Owning Storage Area	Must Goods Be Destined For Out- of-State	Must Final Destination Be Specified	Must Goods Remain In Original Package
Kansas	No	No	No	Yes	No ¹	No
Arkansas	No	No	No	Yes	No ²	No
Colorado	No	No	No	Yes	No	No
New Mexico . . .	Yes	No	No	Yes	Yes ³	No
Oklahoma	Yes	No	No	Yes	Yes ²	No

1. Final destination must be specified by warehouse.

2. If required to determine in-transit character.

3. The exemption is granted property in transit whether the final destination was specified when transportation begins or afterwards.

SOURCE: Commerce Clearinghouse, Inc.

Tax Exemptions for Industrial Revenue Bonds

Businesses utilizing industrial revenue bonds (IRB's) as a financing mechanism can realize certain tax exemptions:

- Property financed with IRB's can be exempt from ad valorem taxation for a period of 10 years after the bonds are issued. Since this is a local decision, some municipalities require varying percentages of normal taxes to be paid during the ten years in the form of "payments in lieu of taxes."
- The cost of building materials and items of equipment permanently installed are exempt from state and local sales taxes.

Sales and Use Tax

The Kansas Sales and Use Tax is 3% of the sale price of tangible personal property and taxable services sold at retail to the final user or consumer.

Both counties and cities have the option of adding a local sales tax. Cities and counties can each levy either a .5% or 1% sales tax.

Sales tax paid on the purchase of manufacturing machinery and equipment for use in a plant facility is refundable if at least \$50,000 has been expended for such purchase, and at least two new full-time production employees were added for each \$50,000 of expenditure.

Sales taxes paid on the purchase of machinery, equipment and certain other tangible property may be refunded if the

applicant business qualifies for job and investment tax credits and is located within a state designated Enterprise Zone.

In addition, there are several sales tax exemptions which are beneficial to business:

- Tangible personal property purchased by a railroad or public utility for consumption or movement directly and immediately in interstate commerce.
- Tangible personal property which becomes an ingredient or component part of tangible personal property or services produced, manufactured, or compounded for ultimate sale at retail either inside or outside of Kansas.
- Tangible personal property (including power and fuel) which is immediately consumed or dissipated in the actual production, manufacture, processing, mining, drilling, refining, or compounding of tangible personal property for ultimate sale at retail either inside or outside Kansas.
- Purchases of animals, fowl, and fish, the primary purpose of which is used in agriculture, the production of food for human consumption, the production of animal, dairy, poultry or fish products, fiber or fur, or the production of offspring for use of any such purpose.
- Labor charges in connection with the original construction of a building or facility.
- Tangible personal property purchased by a city from the proceeds of industrial revenue bonds. The cost of the building and all items of fixed equipment are entitled to exemption from Kansas sales tax at time of initial purchase. This exemption does not extend to items of machinery and equipment which can be moved.

Franchise Tax

Corporations in Kansas are assessed an annual franchise tax at the rate of \$1 per \$1,000 of the corporation's shareholder's equity attributable to Kansas. Shareholder's equity equals the sum of (1) paid in capital stock less treasury stock; (2) capital paid in, in excess of part; and (3) retained earnings. No tax shall be less than \$20 nor more than \$2,500.

To compute that portion of the shareholder's equity attributable to Kansas, a "three-factor formula" is used. This formula calculates the proportion of sales, property, and dollar payroll attributable to the Kansas facility.

Application and Recording Fees

At the time of filing its articles of incorporation, each domestic corporation—any corporation organized under Kansas law—shall pay to the Secretary of State an application and recording fee of \$75.

A corporation classified as foreign—any corporation organized under the laws of another state—shall pay to the Secretary of State a filing fee of \$95 to obtain a certificate of authority to do business in Kansas.

Foreign Trade Zones

Foreign trade zones in Kansas provide a duty-free and quota-free entry of foreign goods into specific areas under customs' supervision for an unlimited period of time. One such zone has been designated in Kansas City, Kansas, where over 400,000 sq. ft. of space is available for storage and/or processing.

Goods brought into a zone or sub-zone may be stored, manipulated, or mixed with domestic or foreign materials used in manufacturing processes or exhibited for sale. Anything shipped out of a zone into the United States customs' territory is then subject to duties. Goods reshipped to foreign nations are not subject to U.S. Customs' duties.

Individual Income Tax

The annual tax rate is graduated depending on the level of earnings. This results in a tax rate ranging from 2% to 9% on an individual's net income. Federal income tax, personal exemptions, itemized deductions, or the standard deduction can be deducted to arrive at net taxable income.

The deduction of federal income tax liability is limited to a maximum of \$10,000 on a joint return (\$5,000 for a single taxpayer) or 50 percent of the federal tax liability, whichever is greater. This provision is in

effect for all taxable years commencing after December 31, 1982 and to January 1, 1985.

Tangible Property Tax

All local taxing districts, comprising city, county, and school, set their own levy which reflects the ratio of needed funds to maintain public services in the districts to the total valuation of all taxable property in the districts.

Kansas law requires that personal property be assessed annually at 30% of fair market value. The assessment of property is done at the county level with state assistance and close supervision.

Real property is also required to be assessed at 30% of fair market value. However, in actuality, the ratio of assessment value to sales price of real property in Kansas falls below the statutory 30% in many cases.

The reason the assessment/sales ratio is less than 30% is linked to when property was last reappraised. In Kansas, the most recent reappraisals were done between 1963 and 1971. As a result, the present assessment/sales ratio is below the statutory 30%. In 1983 the overall state average was 7%. A further breakdown shows rural property with a 6% ratio and urban property with a 8% ratio.

Intangible Property Tax

The tax is 3% of the income derived from intangible property. However, counties, cities, and townships have the options of reducing or eliminating the tax.

Intangible property is defined as monies and credits including gold and silver coin; United States Treasury notes; certificates evidencing shares of stock otherwise taxable to the owner or holder; notes, bonds, and debentures; claims secured by deed; liquidated claims and demands for money, accounts receivable, and all written instruments; contracts or other writings evidencing, calling for, fixing, or showing a fixed obligation in favor of the owner.

"One-Stop" Clearinghouse

The "one-stop" clearinghouse, as set forth by K.S.A. 74-5037, centralizes all

information needed to establish or operate a business in Kansas within the Kansas Department of Economic Development.

The clearinghouse serves as a liaison between businesses and state agencies. The main purpose of the office is to help expedite the establishment or expansion of any business.

The clearinghouse provides all necessary applications and forms required by agencies which license, regulate or tax business. In addition, questions can be answered regarding the procedures relating to starting or expanding a business in the state.

Taxes Affecting Specific Industries

1

Privilege Tax— Financial Institutions

Statute: K.S.A., Ch. 79, Art. 8

Basis and Rate: Banks—4½%, and 2½% in excess of \$25,000;

Savings and Loans—4½%, and 2¼% in excess of \$25,000.

Both based on net incomes attributable to Kansas operations.

Privilege Tax— Domestic Insurance Companies

Statute: K.S.A., Ch. 4, Art. 8

Basis and Rate: 5% of net income attributable to Kansas operations, less interest exempt in K.S.A. 40-2803, 40-2804, and 60-2309.

2

Insurance Premiums Tax— Domestic Corporations

Statute: K.S.A., Ch. 40, Art. 2

Basis and Rate: 1% of gross premiums from business done in Kansas, less U.S. Internal Revenue Code exemptions.

Insurance Premiums Tax— Foreign Corporations

Statute: K.S.A., Ch. 40, Art. 2

Basis and Rate: 2% gross premiums from business done in Kansas less U.S. Internal Revenue Code exemptions.

3

Express Companies Tax

Statute: K.S.A., Ch. 79, Art. 8

Basis and Rate: 4% of gross receipts from business done in Kansas.

Motor Fuel Tax

Statute: K.S.A., Ch. 79, Art. 34

Basis and Rate: Gallons of fuel received, delivered, or used, minus losses in handling—

11¢ per gallon on gasoline; 13¢ per gallon on diesel; and 6¢ per gallon on gasohol.

4

Motor Vehicle Registration Tax

Statute: K.S.A., Ch. 8, Art. 1

Basis and Rate: Gross weight of vehicle. Trucks and truck tractors: \$27.50 for 12,000 lbs. or less, or \$1,475 for up to 85,000 lbs.

Trailers and semi trailers—

\$10.00 for 8,000 lbs. or less, to \$25.00 for over 12,000 lbs.

Motor Carriers Property Tax

Statute: K.S.A., Ch. 79, Art. 6a

Basis and Rate: The average rate of property tax levies for all purposes in the taxing districts of the state for the preceding year; applied to the assessed valuation of over-the-road vehicles.

**For full details contact:
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Labor

KANSAS

Employment

Since the early 1950s, the economy of Kansas has undergone a transition from being based largely on agriculture and mining to a broader base that has seen a substantial rise in the number of manufacturing jobs. Today, the largest employment sectors are wholesale and retail trade, government, services and manufacturing.

During the decade of the '70s, manufacturing employment grew by 47.8%. Manufacturing employment throughout the United States increased by only 5.0% during the same period.

Manufacturing Employment Growth, 1970-1979

State	Jobs Won/(Lost)	% Change
Kansas	64,000	47.8%
Alabama	51,000	15.7
Arizona	57,000	57.8
Arkansas	51,000	30.7
Illinois	(74,000)	(5.5)
Iowa	44,000	20.7
Missouri	16,000	3.6
Nebraska	14,000	16.5
Ohio	(26,000)	(1.8)

NOTE: Manufacturing jobs won/(lost) reflect gains or losses in manufacturing employment.

SOURCE: U.S. Department of Labor.

Manufacturing growth remained steady until 1982 when the full effects of the national recession reached the state. Although manufacturing employment declined, Kansas' unemployment rate remained one of the lowest in the nation. The state's 1983 rate was 6.1% versus a national average of 9.5%.

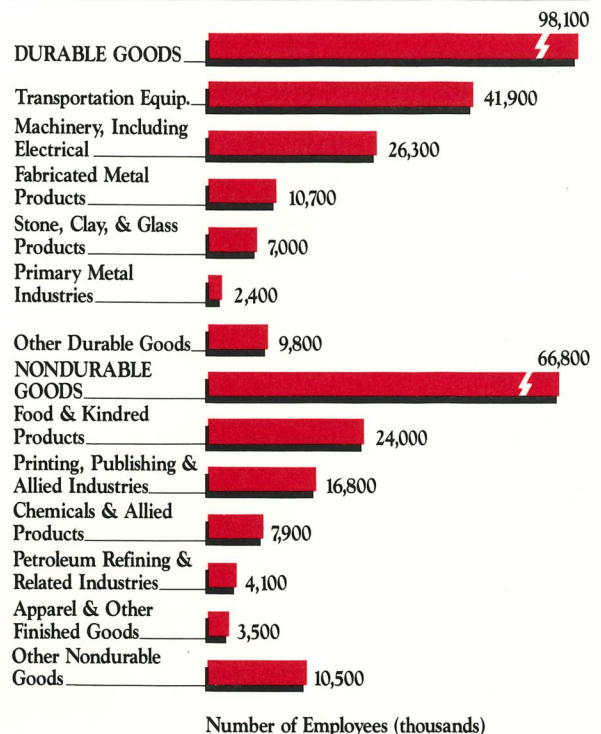
Employment by Sector

	1970	1979	1983	Total
Farm	79,800	65,500	59,800	5.3
Manufacturing	134,500	189,900	164,900	14.5
Mining	11,000	13,700	17,200	1.5
Crude Petroleum & Natural Gas	9,400	11,700	15,600	-
Contract Construction	32,000	49,900	39,200	3.4
Transportation, Communication, & Utilities	52,300	65,300	61,400	5.4
Wholesale & Retail Trade	159,300	225,700	224,700	19.8
Wholesale Trade	34,500	63,500	64,600	-
Retail Trade	124,800	162,200	160,100	-
Finance, Insurance, & Real Estate	30,400	46,300	49,300	4.3
Services	103,000	163,700	173,400	15.3
Government	154,500	183,300	185,400	16.3
Federal	26,400	26,000	25,300	-
State & Local	128,100	157,300	160,100	-
Total Employed	880,000	1,170,400	1,136,800	100%

SOURCE: U.S. Department of Labor.

The state's manufacturing sector is composed of ten major product categories. The following graph depicts the employment levels of the manufacturing sector for durable and non-durable goods during 1983.

Manufacturing Employment by Major Product Category, 1983



SOURCE: U.S. Department of Labor

Industrial growth has resulted from both the attraction of new manufacturers and the expansion of existing manufacturers. During the last five years, 1979-1983, the five industrial categories creating the most jobs by new manufacturers were food products, machinery, fabricated metal products, transportation equipment, and electrical equipment. During the same period, the five industrial categories creating the most jobs by existing manufacturers were transportation equipment, food products, rubber and plastics, machinery, and electrical equipment. The following tables summarize the new and existing manufacturers by industrial category:

New Manufacturers, 1979 - 1983

Standard Industrial Classification	New Manufacturers		New Jobs	
	Number	Percent	Number	Percent
20 Food Products	36	7.1%	4,364	33.9%
22 Textiles	0	0	0	0
23 Apparel	12	2.4	359	2.8
24 Lumber Products	30	6.0	613	4.8
25 Furniture & Fixtures	11	2.2	171	1.3
26 Paper Products	13	2.6	366	2.8
27 Printing & Publishing	63	12.5	323	2.5
28 Chemical Products	22	4.4	462	3.6
29 Petroleum Industries	6	1.2	216	1.7
30 Rubber & Plastics	23	4.6	527	4.1
31 Leather Products	3	0.6	17	0.1
32 Stone, Clay & Glass	32	6.3	234	1.8
33 Primary Metal	7	1.4	407	3.2
34 Fabricated Metal	44	8.7	739	5.7
35 Machinery	112	22.2	2,084	16.2
36 Electrical Equipment	26	5.2	677	5.3
37 Transportation Equipment	31	6.2	713	5.5
38 Instruments	15	3.0	499	3.9
Miscellaneous Industries	18	3.6	109	0.8
Total	504	100%*	12,880	100%*

*Figures may not equal 100% due to rounding of individual categories.

SOURCE: Kansas Department of Economic Development.

Existing Manufacturers, 1979 - 1983

Standard Industrial Classification	Existing Manufacturers		New Jobs	
	Number	Percent	Number	Percent
20 Food Products	44	12.6%	2,289	9.6%
22 Textiles	2	0.6	50	0.2%
23 Apparel	4	1.1	150	0.6
24 Lumber Products	13	3.7	369	1.5
25 Furniture & Fixtures	4	1.1	60	0.3
26 Paper Products	9	2.6	90	0.4
27 Printing & Publishing	23	6.6	676	2.8
28 Chemical Products	20	5.7	557	2.3
29 Petroleum Industries	11	3.2	90	0.4
30 Rubber & Plastics	30	8.6	2,211	9.3
31 Leather Products	0	0	0	0
32 Stone, Clay & Glass	10	2.9	196	0.8
33 Primary Metal	9	2.6	351	0.1
34 Fabricated Metal	38	10.9	884	3.7
35 Machinery	64	18.4	1,694	7.1
36 Electrical Equipment	20	5.7	1,347	5.7
37 Transportation Equipment	38	10.9	12,784	53.6
38 Instruments	5	1.4	278	1.2
Miscellaneous Industries	4	1.1	75	0.3
Total	348	100%*	23,835	100%*

*Figures may not equal 100% due to rounding of individual categories.

SOURCE: Kansas Department of Economic Development.

Labor Environment

Kansas voters, in 1958, amended the state constitution by adopting the Right-to-Work principle:

"No person shall be denied the opportunity to obtain or retain employment because of

membership or non-membership in any labor organization, nor shall the state or any subdivision thereof, or any individual, corporation, or any kind of association enter into any agreement, written or oral, which excludes any person from employment or continuation of employment because of membership or nonmembership in any labor organization."

Closed-shop agreements were made unlawful by 1955 legislation and state-supervised elections are required before designation of a collective bargaining unit. A summary of the major provisions of the 1955 legislation (Ch. 252, L. 1955) follows:

- A. Prohibits any strike, walkout, or cessation of work when employees are organized into a collective bargaining unit unless authorized by a majority vote of the employees in secret election.
- B. Makes unlawful, violation of the terms of a collective bargaining agreement and entering into a closed-shop agreement.
- C. Prohibits secondary boycotts and restricts jurisdictional strikes.
- D. Provides for regulation and supervision by the State Labor Commissioner of elections for selection of collective bargaining units or strikes.
- E. Authorizes State Labor Commissioner to appoint mediators in labor disputes either on own volition or upon request of either party. Neither the Commissioner nor a mediator has any power of compulsion.

An act providing civil remedies for violation of the "Right-to-Work" amendment was passed by the 1975 State Legislature and signed into law by the Governor. Note Act as follows:

"Violations of right to work amendment; civil action for damages; attorney's fees as costs, exception; limitation of actions. Any person who is aggrieved by any violation of the provisions of section 12 of article 15 of the constitution of the state of Kansas shall have a cause of action against the person committing such violation for the actual damages sustained by the aggrieved person. In any such action, if the prevailing party recovers damages, the court shall award reasonable attorneys' fees to the prevailing party, to be taxed as part of the costs of such action, except that when a tender has been made by the adverse party prior to the trial

of such action on its merits, and the amount recovered is not in excess of such tender, no such costs shall be allowed."

Any action authorized by this section shall be commenced within one year after the cause of action shall have accrued."

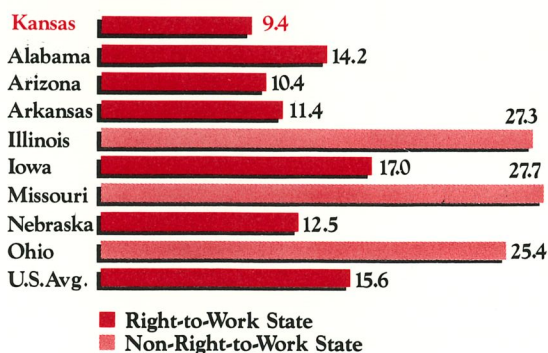
Helping to ensure good labor-management relations is the Kansas Industrial Roundtable, a private, non-profit, labor relations organization composed of labor and business leaders from across the state. Since its inception in 1976, the Roundtable has pursued three objectives:

1. To improve communications, understanding, and cooperation among the leaders of labor, management, and government in Kansas;
2. To discuss areas of mutual concern relative to job creation, productivity, and economic growth; and
3. To create a positive public environment conducive to labor-management cooperation.

The Roundtable does not serve as a mediator in labor disputes, but is more of an "early warning system" to defuse potential labor-management problems.

Union membership as a percent of the non-agricultural workforce is low in comparison to other states:

Union Membership as a Percent of Non-Agricultural Workforce, 1982



NOTE: Kansas is one of twenty states with a Right-to-Work Law.
SOURCE: General Manufacturing Business Climates, Alexander Grant & Company, 1983.

Labor Availability

The unemployment rate during 1983 was 6.1% of the civilian labor force while the national average for unemployment during the same year was 9.5%. The 1983 rate in the state was based on a civilian labor force of 1,185,000, of which 1,113,000 were

employed and 72,000 were unemployed.

Although the unemployment rate is below the national average, and has been through the past two decades, the state continues to be one of the national leaders in the creation of new manufacturing jobs. During the period 1970-1979, Kansas experienced a net employment gain in the manufacturing sector of 64,000 jobs, ranking ninth among all states. As a result, the state has been successful in providing the necessary workers with basic skills to fill new manufacturing positions, despite relatively low unemployment.

An indicator of the work force quality is that most manufacturers and distribution facilities experience an interview to hire ratio of 3 to 1 for direct labor requirements. In addition, the company is not limited to a work force residing within close proximity to the plant. Even with high gasoline costs, the firm can expect a labor draw encompassing a 25 mile radius.

A new or expanding industry will draw its required labor supply from a number of sources:

1. **Unemployed**—As noted earlier, there were 72,000 unemployed persons in 1983, translating into an unemployment rate of 6.1%. Contained within the unemployment totals are two groups that are known to be actively seeking employment: new entrants and re-entrants. New entrants are those persons who are looking for a job for the first time. Re-entrants are those persons who have previously worked at a full-time occupation at some time, but left the labor force and are now wanting to return to work. The average number of new entrants and re-entrants per month in 1983 was 10,913. During 1983, over 17.4% of the unemployed persons were either new entrants or re-entrants.
2. **Underemployed**—Underemployment is defined as persons working below their skill levels, or persons working involuntarily at seasonal or part-time jobs. The 1980 U.S. Census estimates that 270,000-330,000 individuals are either seasonal (working less than 40 weeks per year) or part-time (working less than 35 hours per week) workers in Kansas. In 1982, 57 out of 105 Kansas counties were below the state average for per capita income. Below

average per capita income indicates there are many counties in the state, particularly rural counties, where skilled job opportunities are not readily available.

3. **Farm Employment**—Due to increasing mechanization and larger farms, the number of persons employed in farming has been declining. During the period of 1978-1983, farm employment dropped from 67,600 to 59,800, a decrease of 11.5%. An average of 1,300 persons have left farming each year.
4. **High School Graduates**—Kansas high schools graduated 28,316 students in 1983. The following table characterizes the 1983 graduates:

Employed	6309	22.3%
Unemployed	1075	3.8%
Attending Junior College	5192	18.3%
Attending 4-year College	10,374	36.6%
Attending Trade School	905	3.2%
Attending Area Vocational Technical School . .	1353	4.8%
Military	958	3.4%
Other/Unknown	2150	7.6%
TOTAL	28,316	100%

Approximately one-third of the high school graduates go directly into the labor market.

5. **Vocational Education Graduates**—The post-secondary vocational education system provides the Kansas labor market with graduates of various occupational skills. Graduates have completed training programs at either a vocational-technical school, a community college, or in some cases, a four-year college or university.
6. **Females**—For certain types of industries, females not presently in the labor force are a source of labor. Females within this classification generally have home responsibilities and are not considered unemployed. Statistics show that the female labor force participation rate is increasing nationwide. In Kansas, the female labor force participation rate for 1982 was 55.4%, as opposed to 40.0% in 1970. It is estimated there are over 456,000 females (16 years and over) with home responsibilities in the state, of whom 133,000 live in metro areas and 323,000

live in non-metro areas. Of course, the total number of females with home responsibilities cannot be considered as a potential labor force, however, females in Kansas have demonstrated an interest in working outside the home if opportunities are available.

Industries considering the state for new plant locations can obtain labor market data from the Kansas Department of Economic Development (KDED), in cooperation with the Department of Human Resources. KDED retains labor profiles on each county, and, given a specific location in the state, can develop statistics on multi-county labor draw areas. The data generated for a labor draw area analysis would include male and female labor force participation rates, age distribution, civilian labor force figures, seasonal and part-time workers, unemployment rates, job registrants at Job Service Centers, high school graduates, and employment by sector and occupation.

Wages and Productivity

Hourly wage rates for production workers on manufacturing payrolls averaged \$9.28 in 1983. Production workers in the metropolitan areas of Kansas City, Wichita, and Topeka averaged \$9.98 per hour, while production workers in non-metropolitan areas averaged \$8.35 per hour.

The Kansas Department of Human Resources conducts an annual wage survey for specific occupations. The results of the 1984 statewide survey, for selected occupations, are as follows:

Average Hourly Wages, 1984

Occupation	Average Hourly Wage Range (\$)
Assembler, Heavy	8.08—8.85
Assembler, Light	7.31—8.04
Clerk, General	5.47—6.02
Industrial Truck Operation	8.05—8.85
Janitor	5.47—6.02
Machine Operator	7.31—8.04
Machine Repairer, Maintenance	8.86—9.75
Machine-Tool Operator	8.86—9.75
Machinist	9.76—10.74
Maintenance Electrician	9.76—10.74
Maintenance Mechanic	8.86—9.75
Material Handler	6.64—7.30
Packer	7.31—8.04
Punch Press Operator	7.31—8.04
Secretary	6.03—6.63
Sewing Machine Operator	4.50—4.95
Tool and Die Maker	10.75—11.83
Welder, Combination	8.05—8.85

SOURCE: Kansas Department of Human Resources.

In 1978, the latest reporting year, worker productivity in Kansas was above the national average. Value added per production worker wage dollar in the state was \$3.76, versus the national average of \$3.72. Value added by manufacture per production worker was \$46,515 in Kansas as compared to the national average of \$46,184.

Unemployment Insurance Benefits

A direct result of the low rate of unemployment is that fewer unemployment benefits are paid out. The following table compares Kansas with the national average regarding unemployment benefits:

	Kansas	U.S. Average
Benefits Paid	\$207,000,000	\$389,660,000
Average Duration of Benefits	15.2 weeks	15.9 weeks
Weekly Beneficiaries as % of Total Covered		
Employees	1.7%	2.2%
Average Unemployment Contribution Rate	2.5%	2.5%

SOURCE: U.S. Statistical Abstract, 1984

Vocational Training

Vocational and industrial training programs are offered to new and expanding business and industry through four sources: the Industrial Training Program, Kansas CETA, Vocational Education Administration, and Vocational Technical Institutes. Training programs can be designed, developed and implemented utilizing the four programs individually, or in various combinations.

Kansas Industrial Training

The Kansas Department of Economic Development coordinates a new and expanding industry training program with the Kansas Department of Education, Vocational Education Administration. The Kansas Industrial Training Program (KIT) is designed to meet the specialized training needs of new and expanding companies. KIT's objectives are two-fold:

1. Provide technical training to qualified Kansans for industrial job opportunities; and
2. Enable new and expanding Kansas companies to achieve greater productivity through the availability of better trained employees.

KIT offers two basic types of training: pre-employment and on-the-job training. A third option is a training program combining both the aforementioned training methods.

During pre-employment training, prospective employees are provided the specific skills and knowledge necessary for job entry. Trainees usually attend on their own time and without pay. Pre-employment training allows the company and prospective employees an opportunity to try out each other thoroughly prior to any employment commitment.

On-the-job training is training provided after an individual obtains employment. Trainees receive instruction on production equipment in classrooms or on the actual production floor. Trainees are paid by the company during this training.

KIT training funds can cover the following types of expenses: instructor salaries; travel, lodging and meals; video tapes, training manuals and textbooks; supplies and materials; minor equipment; certain utility costs; and curriculum planning and development.

Kansas JTPA

The Kansas Job Training Partnership Act Program (JTPA) is the \$16.5 million statewide arm of the Federal Job Training Partnership Act.

The objective of JTPA is to design training programs which meet the specific labor skill needs of Kansas employers. In the development of a training program, the employer retains full control over the screening, interviewing, and hiring of the JTPA eligible persons.

On-the-job training generally takes place on the actual production floor with JTPA participants learning skills alongside of trained workers. JTPA can pay up to one-half of the trainee's wages during the training period.

In an effort to enhance the state's relationship with private industry, JTPA has organized Private Industry Councils (PIC's) in five service delivery areas. The PIC's have responsibility for developing, implementing, and overseeing job training programs. The overall objective of each PIC is to assure that the actual demands of the local labor market are being met.

Vocational Education Administration

The Vocational Education Administration not only participates in the Kansas Industrial Training Program, but also provides on-going, post-secondary, vo-tech programs through a delivery system of 14 area vocational technical schools. In addition, the 19 two-year junior colleges offer terminal degree programs in a variety of skill areas.

Occupational training is presently offered in a number of industrial related career areas including sheet metal fabrication, electricity, electronics, tool and die, industrial equipment mechanics, manufacturing engineering technology, machine shop, welding, plastics, machine tool technology, and engineering technology.

Vocational Technical Institutes

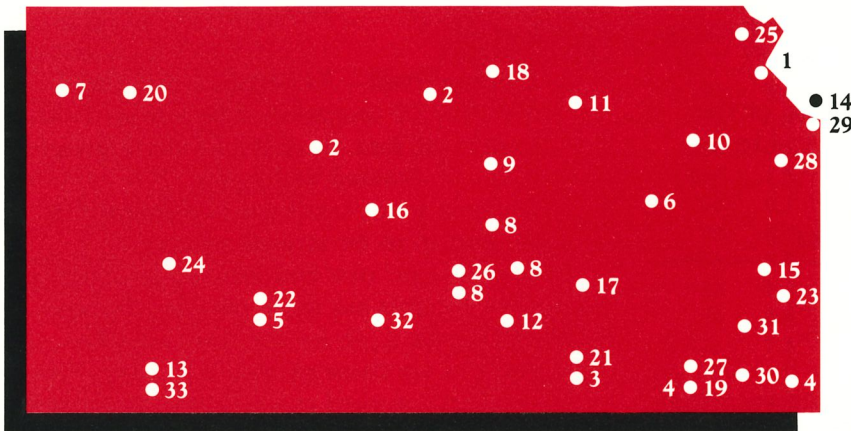
Augmenting the network of area vo-techs and junior colleges are two state-sponsored vocational technical institutes: Kansas Technical Institute in Salina and Vocational

Technical Institute through Pittsburg State University in Pittsburg.

The institute in Salina specializes in science and engineering technologies including aeronautics, civil engineering, environmental protection, computer engineering, computer science, electronic engineering, general engineering, mechanical engineering, and solar energy. Many of the programs culminate in a two-year Associate of Technology degree.

The institute through Pittsburg State University offers training programs that are more in-depth than most vocational programs. The school's specialties include air conditioning and refrigeration, cabinet and furniture making, drafting technology, electricity, electronics, machine shop technology, and welding.

The following map shows the geographic location of the vocational technical institutes, in addition to the area vocational technical schools and the community colleges.



Area Vocational Technical Schools

1. Northeast Kansas AVTS—Atchison
2. North Central Kansas AVTS—Beloit, Hays
3. Cowley Co. C.C./AVTS—Arkansas City
4. Southeast Kansas AVTS—Coffeyville, Columbus
5. Southwest Kansas AVTS—Dodge City
6. Flint Hills AVTS—Emporia
7. Northwest Kansas AVTS—Goodland
8. Central Kansas AVTS—Newton, Hutchinson, McPherson
9. Salina AVTS—Salina
10. Kaw AVTS—Topeka
11. Manhattan AVTS—Manhattan
12. Wichita AVTS—Wichita
13. Liberal AVTS—Liberal
14. Kansas City AVTS—Kansas City

Community Colleges

15. Allen Co. C.C.—Iola
16. Barton Co. C.C.—Great Bend
17. Butler Co. C.C.—El Dorado
18. Cloud Co. C.C.—Concordia
19. Coffeyville C.C.—Coffeyville
20. Colby C.C.—Colby
21. Cowley Co. C.C.—Arkansas City
22. Dodge City C.C.—Dodge City
23. Ft. Scott C.C.—Ft. Scott
24. Garden City C.C.—Garden City
25. Highland C.C.—Highland
26. Hutchinson C.C.—Hutchinson
27. Independence C.C.—Independence
28. Johnson Co. C.C.—Overland Park
29. Kansas City, KS C.C.—Kansas City
30. Labette Co. C.C.—Parsons
31. Neosho Co. C.C.—Chanute
32. Pratt Co. C.C.—Pratt
33. Seward Co. C.C.—Liberal

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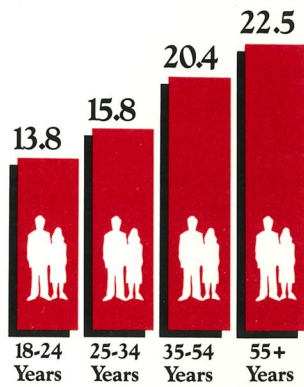
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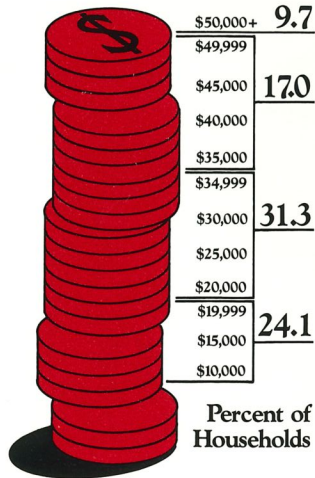
General

KANSAS

Percent of 1980 Population by Select Age Group



Effective Buying Income



Population Characteristics

In 1980, Kansas had a population of 2,363,679. Among the 625 incorporated cities, 50 have a population of over 5,000; 34 over 10,000; 12 more than 25,000; and five exceed 50,000. Wichita is the largest city in the state with more than a quarter-million people. The other three largest cities are Kansas City, Overland Park, and the capital, Topeka.

The westward movement of the center of the U. S. population places Kansas in a greater strategic marketing position with each passing year. Since the 1970 census, the state has experienced a population increase of 5.1%.

The number of households (statewide) totaled 873,336 in 1980. Median age of the population was 30.1. Per capita income for 1983 was \$12,285, placing Kansas 12th among the 50 states. The level of \$12,285 is \$610 above the national average.

Effective buying income in Kansas for 1983 totaled \$25.2 billion. On a median household basis it was \$23,448.

Labor

Kansas has a right-to-work statute by constitutional amendment. Good labor-management relations contribute to the state's industrial growth. The growth of the state's manufacturing sector has been competitive with other states during the decade of the '70s when Kansas showed a manufacturing employment growth of 64,000 jobs.

Union Membership as a Percent of Non-Agricultural Workforce, 1982

Kansas	9.4
Alabama	14.2
Arizona	10.4
Arkansas	11.4
Illinois	27.3
Iowa	17.0
Missouri	27.7
Nebraska	12.5
Ohio	25.4
U.S. Avg.	15.6

SOURCE: General Manufacturing Business Climates, Alexander Grant & Co., 1983.

In 1982, union membership as a percent of the non-agricultural workforce was low in comparison with other states.

Kansas worker productivity is above the national average. In 1978, the latest reporting year, value added per production worker was \$46,515 compared to the national average of \$46,184.

Employment by Sector

	1970	1979	1983	% 1983 Total
Farm	79,800	65,500	59,800	5.3
Manufacturing	134,500	189,900	164,900	14.5
Mining	11,000	13,700	17,200	1.5
Contract Constr.	32,000	49,900	39,200	3.4
Trans., Communications, Electric, Gas	52,300	65,300	61,400	5.4
Wholesale/Retail	159,300	225,700	224,700	19.8
Finance, Ins., Real Estate	30,400	46,300	49,300	4.3
Services	103,000	163,700	173,400	15.3
Government	154,500	183,300	185,400	16.3
Total Employed	880,000	1,170,400	1,136,800	100.0

Government

The state has a bicameral legislature with 40 senators and 125 representatives who are elected for four- and two-year terms respectively. Since 1975, the governor's term of office has been four years. All 105 counties in the state operate under the commission system with commissioners elected for four-year terms. The towns and cities embrace both the city manager and mayor/commission forms of government.

Kansas government operates on the cash basis concept. The constitution requires that the state function within the confines of a balanced budget. It may contract public debt only for the purpose of defraying extraordinary expenses, and such debt cannot exceed \$1 million. There are no general obligation bonds outstanding.

Taxes

Corporation Income—The rate is 4.5% on federal taxable income with modifications from business done in the state or derived from Kansas sources. A surtax of 2¼% is placed on taxable income over \$25,000. The Job Expansion and Investment Act of 1976 allows income tax credit to new and expanding

industries on the basis of new jobs created and amount of capital invested.

Tangible Property—The tax is assessed and administered by the counties under state supervision; the 1963 Uniform Assessment Law sets assessment at 30% of actual value. In reality, the real estate ratio for industrial property is usually 10-15% and varies from county to county. Each taxing district (city, county, school, etc.) makes its own levy within the limits set by the legislature.

Intangible Property—The rate is 3% of income derived therefrom.

Corporation Fees—There is an initial \$75 application and recording fee. An annual fee or franchise tax of \$1 for each \$1,000 of the corporation's shareholders' equity attributable to Kansas is assessed, except that no such tax shall be less than \$20 or more than \$2,500.

Unemployment Insurance—During the first two years of plant operation, the tax is based on an industry-wide average. The 1984 rate for manufacturers is 3.9%. After two years, the tax is based on an experience rating which ranges from 0.06% to 6.4% on wage base of \$8,000 per employee.

Individual Income Tax—The annual tax rate ranges from 2% to 9% on the net income of individuals. Net income is the amount remaining after itemized deductions or the standard deduction, accrued federal income tax and personal exemption have been subtracted. The deduction of federal income tax liability is limited to a maximum of \$10,000 on a joint return (\$5,000 for a single taxpayer) or 50% of the federal tax liability, whichever is greater. The provision is in effect for all taxable years commencing after December 31, 1982, and prior to January 1, 1985.

Sales Tax—The statewide rate is 3%. Cities and counties can each levy an additional ½%-1%. The tax does not apply to materials becoming component parts of manufactured articles or materials immediately consumed in the manufacturing process (including electric power, natural gas, and water).

Workers' Compensation—Coverage is required for employees by workers' compensation insurance in all employment other than agricultural pursuits and associated occupations. State legislation allows companies to establish their own self insurance coverage for the purpose of lowering worker's compensation insurance costs to the company. Recently enacted legislation now allows five or more employers, who are members of the same trade or professional association engaged in the

same or a similar type of business, to form a self-insurance pool to underwrite their own workers' compensation coverage.

Since there are about 700 rate classifications applicable to workers' compensation insurance in the state, information on specific rates is available upon request.

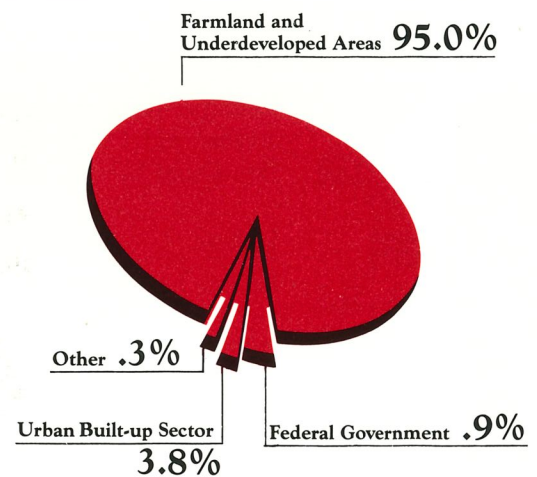
Natural Resources

Kansas is a leading mineral producing state; all but two of its 105 counties have active extraction industries. The estimated total value of mineral production in 1981 was \$3.78 billion. In descending order of value, crude oil, natural gas, and natural gas liquids account for 90% of the total value.

Important industries which rely on the extensive fuel reserves are nitrogen fertilizer plants, natural gas plants, liquefied petroleum gas plants and those petroleum refineries producing lubricating oils, greases and paving mixtures as well as petroleum byproducts.

Soil and subterranean conditions in all areas of the state are rated very good to excellent for construction purposes.

Land Use



The ratio of rural area to urbane is about 25 to 1.

Utilities

Kansas has a long-term supply of 1,000 Btu rated natural gas available for industrial use. Throughout most areas of the state there are no restrictions on the amount of fuel sold, hence requirements of new large-volume customers can be met. Kansas manufacturers obtain natural gas from distribution companies, although direct hook-ups from transmission lines are generally available in those few areas not served by distributors.

In 1982, the state ranked fifth in the

production of natural gas, comprising nearly 2.3% of the U.S. total production. Kansas natural gas production exceeds state consumption by 7.3%. Leading the state's production is the Hugoton Gas Area, one of the largest gas fields in the world.

Kansas has abundant power generating capacity to service the needs of industry. Over the last ten years, coal has become the primary fuel for power generation in the state. Close proximity to the western coal fields provides the state with the necessary low-sulfur coal.

Recent additions to this coal-fired generation capacity include three 680 megawatt units at Kansas Power and Light's Jeffrey Energy Center facility and a 310 megawatt unit at Sunflower Electric's new Holcomb facility. In addition, a joint venture between Kansas Gas and Electric and Kansas City Power and Light will add a new 1,150 megawatt nuclear unit—the first in the state—to Kansas' electric generating capacity during 1985.

Within Kansas, there are six investor-owned power companies, two cooperatives, and 60 municipal-owned systems. On-line power generating plants are interconnected with most major electric systems east of the Rocky Mountains via a multi-state grid system.

Telecommunication

Because of its central location, Kansas enjoys favorable rates for long distance telephone, WATS, TWX and telegraph users. This factor can be important to companies with extensive, nationwide marketing activities.

Transportation

At the geodetic center of North America, materials and products move in and out of Kansas on an excellent network of highway, air, rail and water systems.

Nine certificated air carriers serve fourteen Kansas airports on a scheduled commercial basis. Kansas City International Airport is considered a major hub airport, and the state has 159 public and private airports available for public use.

In 1984, Kansas ranked sixth in the nation in railroad miles with nearly 4.0% of total U. S. trackage. Fourteen carriers operate over a system of 7,233 miles, hauling more than 20 billion ton miles of goods and commodities annually. The carriers are

active in servicing and promoting new sites and planned area development for industry.

In 1981, the state ranked third in total road and street mileage in the U.S. More than 5,800 common carriers provide service along with 9,300 contract carriers. The state has 820 interstate highway miles, including Interstate 70, the major east-west route across Kansas.

Examples of In-Transit Time (TL)

Origin and/or Destination	Days In-Transit
Chicago.....	Second Morning
Cleveland.....	Third Morning
Dallas.....	Second Morning
Kansas City.....	Same Day
Los Angeles.....	Fourth Morning
Minneapolis.....	Second Morning
New Orleans.....	Third Morning
St. Louis.....	Overnight

Channel improvements and expanding dock facilities in northeast Kansas have resulted in increases in barge transportation utilizing the Missouri River as an inland waterway at Atchison, Leavenworth and Kansas City.

Quality of Life and Leisure

Kansas has a stimulating four season climate. The sun shines more than 65% of the year; temperatures are moderate with extremes of short duration. Prevailing westerly continental weather patterns maintain a perpetual stream of fresh, clean air to the region. The state ranks in the top ten nationally in life expectancy rate.

In a place where no one is more than a few minutes from the open countryside, hunting and fishing, bicycling and horseback riding are enormously popular. Few sports fail to find a following, but water sports are a favorite of Kansans and visitors alike. Flood control projects by the Bureau of Reclamation and the Army Corps of Engineers have provided the state with 140,000 surface acres of lakes and reservoirs, some up to 25 miles in length. Spring and summer are observed with outings for swimming, skiing and sailing.

Many communities steeped in the heritage of frontier and pioneer days annually re-enact elements of the western saga in drama and song. Historical pageants, folk music festivals and handicraft exhibits throughout the state delight both tourists and natives. In the winter, community and collegiate concert associations, civic theatre, orchestral and ballet companies present a variety of performing arts.

In 1982, the crime rate in Kansas showed over 600 fewer major crimes per 100,000 population than the national average.

Education

In 1980, Kansas ranked eighth in the nation in the percent of individuals 25 years and older who had graduated from high school. The state supports six public universities. There are 17 private four-year and four private two-year colleges. Substantial emphasis is placed on development and enlargement of its system of 19 community colleges, 14 area vocational-technical schools and one technical institute.

PRIDE in Kansas Communities

PRIDE is an acronym for Programming Resources with Initiative for Developmental Effectiveness. The program, co-sponsored by the Kansas Department of Economic Development and the Kansas State Extension Service, encourages all communities, regardless of size, to initiate and carry out a program of total community improvement. It stimulates a greater concern and involvement in the physical, environmental, cultural and economic aspects of the local society, seeking leadership from and participation by a wide cross section of the population in each community.

Since 1970, nearly 300 Kansas towns and cities have joined the PRIDE program. Awards are made to those excelling in their efforts. The end result is a very positive attitude that arises by making the most of every available resource in community development.

Incentives to Industry

Tax-Exempt Bonds for Economic Development may be issued by municipalities for the purpose of purchasing land, constructing buildings thereon and equipping same for lease and eventual sale or purchasing existing facilities for lease and eventual sale to responsible companies. A referendum is not necessary to issue these bonds; approval of the city or county governing body suffices. This method of financing exempts from ad valorem taxation all property purchased from proceeds of the bonds for a period of ten years. However, some cities negotiate a payment in lieu of taxes. The cost of the building and most permanent fixtures purchased with bond proceeds are also exempt from state sales tax at the time of initial purchase.

The Job Expansion and Investment Credit Act of 1976 allows an income tax credit for a period of ten years against the Kansas income tax liability on the income generated by the operation of a new business facility. The credit is recomputed each year during the 10-year period to reflect changes in the number of jobs and amount of investment. A credit of \$100 for each new job and \$100 for each \$100,000 of capital investment is allowed up to 50% of the total income tax liability.

The 1984 Federal Tax Act limits the amount of tax-exempt bonds that can be issued in any state to \$150 per capita per year. In 1984, Kansas is allocated a total of \$360 million.

Enterprise Zone—Special incentives are provided to new businesses locating in designated enterprise zone areas and existing companies expanding in such areas. Zone area companies receive expanded credits under the 10-year Job Expansion and Investment Credit Act: \$350-\$500 for each new business facility employment per year and \$350 for each \$100,000 of new capital investment per year. In addition, all sales tax paid on the purchase of machinery and equipment for a zone area business shall be refunded.

Kansas Right-to-Work Law is by constitutional amendment. Kansas voters, in 1958, amended the state constitution by adopting the "Right-to-Work" principle. The amendment reads:

"No person shall be denied the opportunity to obtain or retain employment because of membership or nonmembership in any labor organization, nor shall the state or any subdivision thereof, or any individual, corporation, or any kind of association enter into any agreement, written or oral, which excludes any person from employment or continuation of employment because of membership or nonmembership in any labor organization."

An act providing civil remedies for violation of the "Right-to-Work" amendment was passed by the 1975 State Legislature and signed into law by the Governor.

Kansas Freeport Law exempts from taxation all personal property moving through or consigned to warehousing in the state from an outside point provided it is in transit to another final destination beyond Kansas borders. Goods manufactured in state, stored in a bonded and licensed warehouse and accompanied by required records are tax-exempt if at least 30% of the shipper's consignments went out of state during the previous year.

Kansas Industrial Training Program offers new and expanding industry state funds and technical assistance for training new employees and/or upgrading existing employees. Examples of expenses which might be covered under the program are:

- Instructor Wages
- Curriculum Planning
- Travel, Lodging and Meals
- Video Tape and Training Manuals
- Supplies and Materials
- Certain Utility Expenses

Programs are designed and geared to the specific needs of the companies involved. Actual training may take place in classrooms or on the production floor depending upon the individual situation.

Foreign Trade Zones in Kansas provide a duty-free and quota-free entry of foreign goods into specific areas under customs supervision for an unlimited period of time. Goods brought into a zone or sub-zone may be stored, manipulated, mixed with domestic or foreign materials used in manufacturing processes or exhibited for sale. Anything shipped out of a zone into the United States customs territory is then subject to duties. Goods reshipped to foreign nations are not subject to U.S. customs duties.

“One-Stop” Clearinghouse is provided for obtaining permits and applications necessary for establishing and operating a business. The clearinghouse is operated by the Kansas Department of Economic Development.

**For full details contact:
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Ad astra per aspera



K A N S A S

Ad astra per aspera. "To the stars through difficulties."
The state motto was adopted by the Kansas legislature
on May 25, 1861.

Our Heritage

The legacy of Kansas has always been comprised of nearly equal parts of our land and of our people — each shaping the other.

To survive, Kansas settlers had to be of a strong-willed, hard-working stock. For the difficulties were many. Our settlers were imaginative, God-fearing people who knew that they got out of the land only what they put into it.

For Kansas to prosper, the land had to be reshaped, plowed, planted. It needed the human touch. And through diligence, endurance, and a kindred spirit, Kansas reached out toward its potential.

Long before our state motto was adopted, Lewis and Clark, Kit Carson, and Buffalo Bill blazed the Kansas trail for the generations that would follow.

Today, you can retrace many famous footsteps and trails — from the historical forts of Larned, Leavenworth, and Hays — to the wagon-wheel-rutted paths of the Oregon, Santa Fe and Chisholm trails.

To the east, the steep and wooded hills easily give way to





the gentle undulations of the Flint Hills and fertile river valleys in the central part of our state. Then slowly, reluctantly, the hills flatten into the vast prairie of the western plains, where corn, soybeans, maize, and Turkey Red Wheat cover the prairie. (Turkey Red, or Mennonite wheat, is so named because it was brought from Russia and planted, seed by seed, by the Mennonites in 1874.)

This is Kansas, the land acquired for 4¢ an acre. Where Pike's peak was once located within its boundaries. Where more than one-half the state was "given away" to homesteaders beginning in 1862.

And these are Kansans, who homesteaded in sod homes, log huts, and dugouts. Who paid \$5.00 for a 10¢ piece of mail to travel by Pony Express. Who overcame the early years of loneliness, when neighbors were sometimes miles away, by building strong and lasting families.

Kansas. And Kansans. As we attain our potential, the challenge begins anew. Then we're off again, after a new star.

Family Life

When all is said and done, it is our people who are our greatest asset and who make Kansas what she is today. From stagecoaches to jumbo jets, and from sod huts to highrises, Kansans aspire to tomorrow. Each at their own pace.

"Ahh..." a lifetime resident might tell you, "you'll love the pace of life here. Slow ... relaxed ... peaceful."

But another lifetime resident may go on endlessly about the advantages of living in a small town, while commuting daily into a metropolitan area — in minutes rather than hours. Many Kansans choose to live in smaller communities, where the pace is a little slower, and work nearby in larger cities. "It is," they will tell you, "the best of both worlds."

We think having the choice is what's most important.

Wherever you look, in small communities and large, you'll find Kansas families enjoying things together. Whether it's a quiet walk together, a summer





Sunday picnic, or harvest dinner for the entire crew, our families stick together. And they enjoy life together!

Kansas consistently ranks in the top ten nationally in the life expectancy rate — thanks in large part to our moderate climate and clear, blue skies. But there's more to healthy living than that.

Kansans believe in enjoying life, and believe that life without a family wouldn't be nearly so enjoyable. That's a healthy attitude, and combined with the Kansas climate, it's easy to see why Kansas is such a popular and healthy place to live.

From the youngest grandchild to the recent bride and groom's great grandparents, Kansans move forward toward tomorrow. Kansas families move forward together.

Kansas is traditional. And Kansas is progressive. It is, as we say, "the best of both worlds."



Recreation

What's there to do in Kansas?
Just name your game!

Wherever you live in Kansas,
you're just minutes away from
the countryside and all the
outdoor activities you can
think of.

Spring and summer find
Kansans taking to the water —
over 300,000 acres available for
water skiing, fishing, sailing,
swimming, canoeing, and
camping. Or, if you prefer to stay
dry, perhaps a round of golf is
for you. Or hang gliding. Or
hot-air ballooning. It's all here.
All you have to do is make the
choice and do it!

Check out Kansas in the fall
and winter. You won't see our
residents sitting at home
watching TV and waiting for
warmer weather, no sir. Each
fall, Kansans join thousands of
out-of-staters as they take to the
fields for some of the finest
upland bird hunting in the
country. A lucky few even get
their chances at deer and
antelope.

Farmland and undeveloped
areas make up 95% of Kansas,
and that makes for great outdoor
activities all year long. The same
vast acreage of recreational
water that attracts Kansans





during the summer months attracts duck hunters, ice fishermen and skaters during the winter. And ice or not, the sun shines 65% of the year in Kansas. That means usually moderate winters, even when the ground is covered with snow.

That first snowfall is what cross-country skiers anxiously await each year. Then off they go into the country hills or the city golf courses to discover a solitude few have experienced before them.

All this activity sound too strenuous for some? Then turn your attention to our major sports offerings and cultural events. Major league indoor soccer, baseball, and college activities — all at a level of competition equal to anywhere. Festivals, symphonies, museums, galleries, and theaters. It's all here ... all year long.

Kansas recreation. Indoors and out. January through December. See for yourself why Kansans are such a healthy lot. See for yourself how difficult it is to be bored in Kansas!

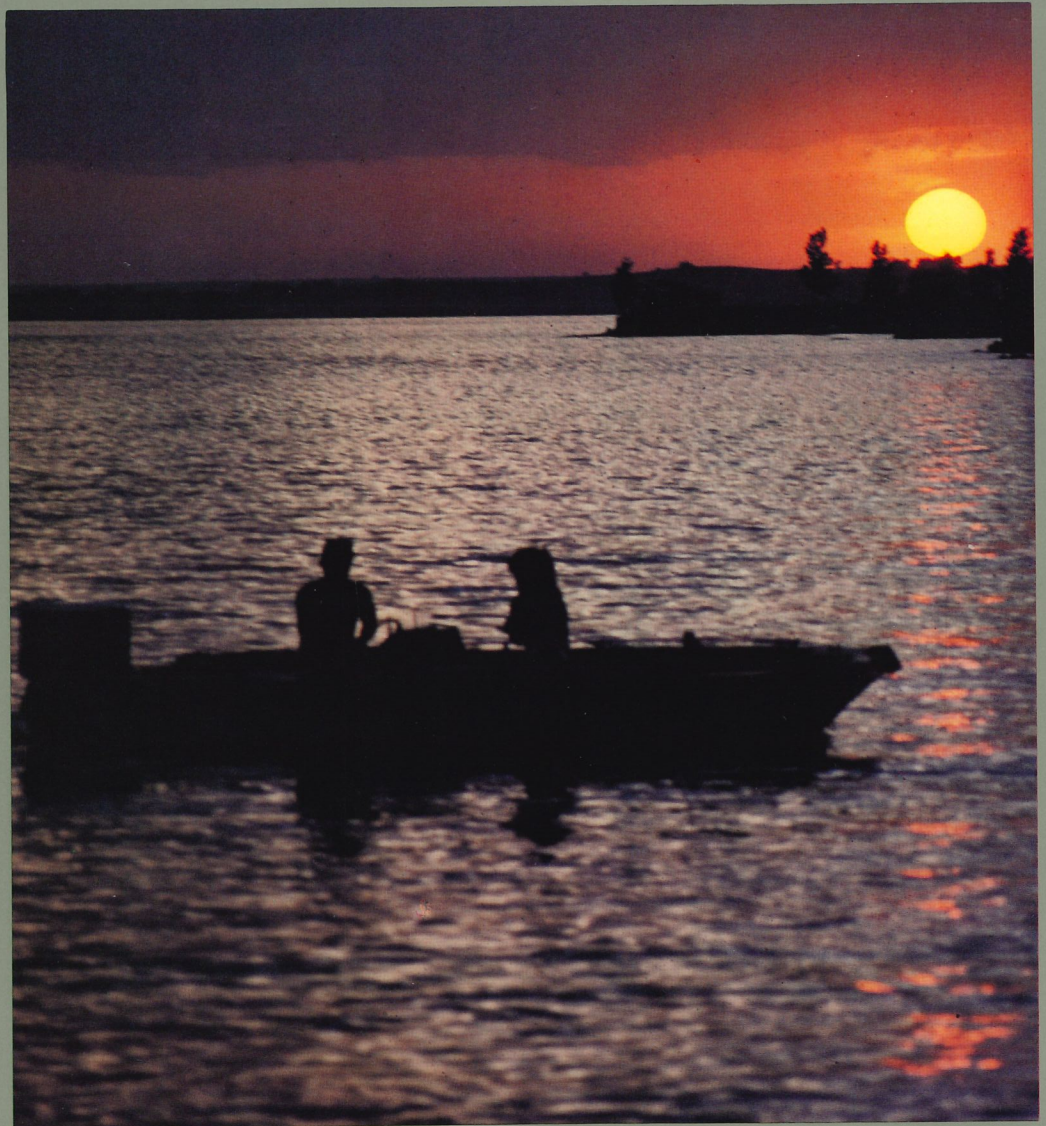
Outdoors

You may argue, rightfully so, that Kansas can't have any more "nature" than another state. However, the great outdoors Kansas does offer is unique in a number of ways.

As we've mentioned, one great advantage to living in Kansas is that you're never more than a few minutes away from the countryside and all that it offers. But you don't have to drive to the country to be close to nature.

Look at the large number of parks and zoos in our cities. Years ago, parks were used as local gathering places for everything from political rallies to picnics and plays. Today, little has changed except the majestic oak and elm trees have grown taller, and now shade larger areas where our children can run and play.

Kansans' attitude toward their land is another unique factor. Kansans grew as the land and nature around them flourished. We carved a living for our families from its fertile soil. And whenever possible, we turn back to the land for recreation and fun — or, just for a moment's peace, or a short pause to give thanks.





Kansans take the time to enjoy nature. To smell the flowers that sprout as fertile proof to the healthy coexistence of our people and our land.

And Kansans take the time to celebrate nature. From folk festivals statewide, to May Day celebrations singing the praise of nature, Kansans ritually celebrate the growing season and the harvest.

We celebrate what the land provides. And we provide what the land and nature require to keep on providing. Together, we continue to exist in harmony.

Kansas is a leading mineral producing state, supplying our state and other parts of the country with crude oil, natural gas, and natural gas liquids. Several important industries rely on nature's extensive fuel reserves for the manufacture of petroleum products. The land just keeps on providing, as it has done throughout its history.

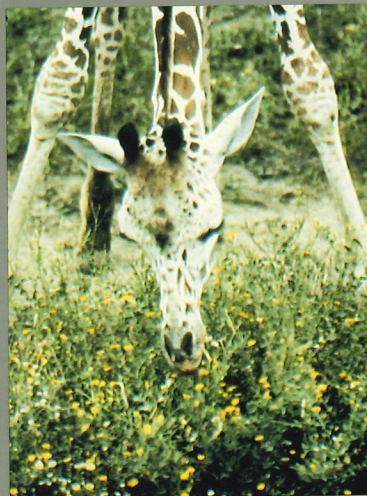
That's the nature of Kansans. And when they sing the praise of nature, they realize they are no more than the vocals in a two-part harmony.

Entertainment

We've told you most of the outdoor story of Kansas and the wide variety of activities it offers, such as fairs and festivals, zoos and parks, hunting and fishing, and skiing and swimming. Let's move indoors.

It's not surprising that our large communities offer the kind of cultural attractions that major metropolitan areas are noted for. From symphony to ballet, to museums, galleries, and large-scale theatre productions, Kansas *indoors* offers something for everyone.

But in Kansas, culture and leisure-time activities aren't limited to our metropolitan areas. Everywhere across our state, the past and present meld to form a progressive, contemporary lifestyle





for the people who live here.

Perhaps your idea of entertainment revolves around a quiet dinner at some out-of-the-way place. Or, an active night of dancing at the local hot spot. Maybe a dinner theater is more to your liking. Whatever your tastes, Kansas hotels and restaurants and clubs statewide offer a variety of pleasure-time fun for those whose bent is toward "indoor sports."

From large city symphonies to small city pageants, fairs, and rodeos, Kansas offers an abundance of entertainment!

Our suggestion to visitors and new arrivals? See for yourself. Discovering Kansas is as entertaining as enjoying it!

Education and Training

Kansas — where the past combines with the present and together, arm-in-arm, they step forward into the future.

Kansas education and training begins with our children and we are proud of our achievements in both. Kansas ranks eighth in the nation in the percent of individuals 18 years or older who graduate from high school. And we rank above the national average in percentage of college graduates among the general population.

Kansas supports six public universities, with 17 private four-year and four private two-year colleges. Our recently expanded system also includes 19 junior colleges, 14 area vocational-technical schools and one technical institute.





Graduation from any Kansas institution doesn't mean the end to learning. The Kansas Department of Education, the Vocational Education Administration, the Kansas Department of Economic Development, and the Private Industry Councils develop training programs to meet the specialized needs of new and expanding companies. Programs involve a comprehensive and flexible approach which can include the development of a master training plan, special training methods, qualified instructors, trainee selection and facilities, supervision and evaluation, and funding for training costs. Add to our pride in education and training our heritage for working hard, and you'll see why Kansans accomplish their jobs with enthusiasm and dedication.

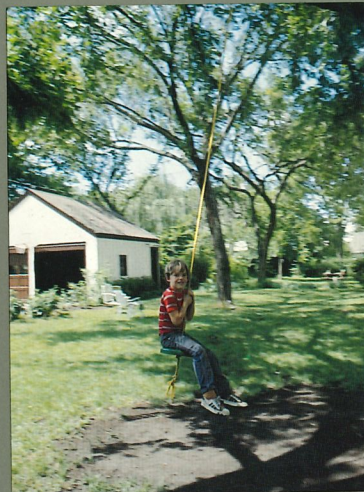


Cities and Towns

Cities and towns — without people — would be little more than empty buildings and streets where even memories fade quickly. One visit to a genuine Kansas ghost town and you'll begin to understand that feeling, as memories from the far past whisper in the Kansas wind, crying out to be heard.

But visit a Kansas city that's alive and prosperous and meet the people there and you'll begin to understand, too, why each of us is so much a part of our past. Memories fade in people's minds, also; so they are passed along to sons and daughters in the forms of folklore and stories — rescued for another generation.

Meet our people. Look on at the fairs and festivals they celebrate. When they invite you in for a cool drink, accept, and see for yourself the homes of Kansans and the manner in which they live.





Stay awhile. You'll begin to understand how the Kansas heritage has bred such traditional values as honesty, openness, and a genuine friendliness that spans cultures as easily as it spans generations.

We hope you've enjoyed reading about our state. We couldn't hope to do justice to the many activities we offer, or to the many people who make Kansas such an exciting place to live. We do hope, however, that these few minutes have given you an idea of the flavor of our state and of our people.

Now it's time to come and see for yourself. See Kansas and meet Kansans. Visit Kansas soon.

You'll find our Welcome Mat is always out!

For full details, contact:
Roger Christianson, Director of Development



KDED

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