

Approved March 7, 1991
Date

MINUTES OF THE Senate COMMITTEE ON Economic Development

The meeting was called to order by Senator Dave Kerr at
Chairperson

8:00 a.m. ~~XXXX~~ on March 5, 1991 in room 123-S of the Capitol.

All members were present ~~XXXX~~.

Committee staff present:

Bill Edds, Revisor of Statutes' Office
Lynne Holt, Legislative Research Department
LaVonne Mumert, Committee Secretary

Conferees appearing before the committee:

Jim Beckley, Director of the Trade Development Division, Department of Commerce

Senator Dave Kerr, Chairman, called the meeting to order and introduced Jim Beckley.

Jim Beckley talked about the objectives and strategies for the Division. He discussed the importance of maintaining a presence in Europe and said that 25% of Kansas annual exports, exclusive of agricultural products, are to European countries. Mr. Beckley explained the new strategy: 1) it has been determined that the European office can be relocated to another city; 2) they have chosen to select a new contract service provider, and 3) financial commitments to the office are being reduced, requiring streamlining of operations. Mr. Beckley said their travel budget must remain intact in order that staff can maintain contacts in Europe. He advised that his agency is in the process of negotiating a new contract with Bob Hitchner with regard to the Tokoyo office and that they anticipate selecting two new sectors to target as has been done with pharmaceuticals. Mr. Beckley stated that Canada and Mexico will be major areas of emphasis and they will continue to work in South America, the South Pacific and other Asian countries.

Chairman Kerr asked about the reduction in funding for the European office. Mr. Beckley noted that the office has been funded at approximately \$250,000 for the last three years but has been reduced to \$50,000 for FY 92. He mentioned the high overhead expenses and the decrease in value of the dollar. Mr. Beckley said they hope to utilize more networking and "piggybacking" on the work of established trade investment offices. In response to further questions from Chairman Kerr, Mr. Beckley said he would be happy to submit a budget amendment. In response to questions from Chairman Kerr about the Mexico market, Mr. Beckley said they are trying to select an active company or representative in the Mexican market to represent not only Kansas businesses but also Kansas' agricultural market, and he hopes to have something definite by the middle of April. He said he is working on contacts with the U. S. State Department regarding foreign aid to eastern European countries and trying to find Kansas companies who provide services or products needed by those countries. Senator Moran asked about the role of the Board of Agriculture in foreign trade. Mr. Beckley noted that the Board of Ag and the Department of Commerce may have different priorities. He said that while they have agreed to help each other, it is only fair that the Board of Ag provide their fair share of funding. He noted that, by statute, Commerce is the designated agency for foreign trade.

Answering questions from Senator Oleen and Senator Feleciano, Mr. Beckley said Commerce has had discussions on joint efforts with the Board of Ag and they are working on a game plan. Senator Petty asked about the need for a travel allowance if there is no Kansas presence in Europe. Mr. Beckley said the one-on-one relationships are vital to develop trust which in turn leads to business. Chairman Kerr asked about the export finance program and the trade show development program. Mr. Beckley said that the export finance

CONTINUATION SHEET

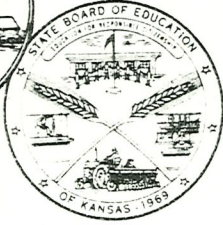
MINUTES OF THE Senate COMMITTEE ON Economic Development,
room 123-S, Statehouse, at 8:00 a.m.~~a.m.~~^{XXX} on March 5, 1991

program has a lot of potential. He said that the trade show assistance program has been well received but he would prefer that the \$100,000 increase come in two or three years.

Senator Francisco moved that the minutes of the February 27 and 28, 1991 meetings be approved. Senator Oleen seconded the motion, and the motion carried.

The Committee was provided with information on welding programs from the Department of Education (Attachment 1).

The meeting adjourned at 9:00 a.m. The next meeting of the Committee will be Thursday, March 7, 1991.



Kansas State Department of Education

Kansas State Education Building

120 East 10th Street Topeka, Kansas 66612-1103

February 25, 1991

TO: Ms. Lynn Holt
Legislative Research

FROM: *TM* Tom Moore, Director
Technical Education

SUBJECT: K-TIP REPORT ON TRAINING

In reply to your recent inquiry, we are enclosing a listing of Welding programs, completions, number placed, percent placed, and salary information.

Let us know if need additional information.

jh

Senators Francisco & Kerr:

*The information in the
K-TIP report on welding
was apparently incorrect.*

See attached.

Lyme

*For Committee
Distribution*

Attachment 1
3/5/91
Sen. Eco. Dev.

WELDING 480508 (P.S.)

		Completions	Placed	Percent Placed	Hr. Avg. Salary	Annual Salary
A0600	Northeast KS AVTS	8	7	88	6.75	12,960
A0601	N Central KS AVTS	7	5	71	8.10	15,552
A0602	Southeast KS AVTS	8	5	63	5.67	10,886
A0604	Flint Hills AVTS	7	2	29	8.35	16,032
A0605	Northwest KS AVTS	6	6	100	4.17	8,006
A0606	Central KS AVTS	20	15	75	7.55	14,496
A0607	Salina AVTS	11	9	82	6.42	12,326
A0608	Kaw AVTS	8	6	75	8.72	16,742
A0609	Manhattan AVTS	11	9	82	5.55	10,656
A0610	Wichita AVTS	14	13	93	9.87	18,950
A0612	Liberal AVTS	5	5	100	10.00	19,200
A0613	Kansas City AVTS	2	2	100	No Information	
A0614	Johnson Co. AVTS	2	2	100	6.02	11,558
J0802	Butler Co. CC	2	2	100	8.00	15,360
J0806	Cowley Co. CC	1	1	100	7.00	13,440
J0817	Pratt CC	3	3	100	4.25	8,160
		115	92	80	7.09	13,620

\VEP\WELDING

3/5/91
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Classification of Instructional Programs	Number of Completers	Number Placed	Average Placement Rate of Completers %	Average Annual Salary \$
Computer Servicing Technology	4	4	100	
Computer Technology	12	11	92	22,500
Electronic Technology	16	14	88	25,800
Industrial Production Technologies, Other	26	26	100	19,732
Industrial Technology	9	7	78	14,560
Mechanical Design Technology	6	5	83	23,000
Solar Heating & Cooling Technology	23	14	61	32,575
Surveying and Mapping Technology	2	2	100	20,150
Water & Wastewater Technology	93	86	92	23,340
HEALTH SCIENCES				
Nursing, General	454	426	94	22,907
LAW				
Legal Assisting	63	54	86	22,098
MARKETING AND DISTRIBUTION				
Insurance Marketing, General	1	1	100	39,000
Retailing	225	192	85	10,748
Tourism	24	22	92	8,944
MECHANICS AND REPAIRERS				
Aircraft Mechanics, Airframe	863	681	79	17,228
Aircraft Mechanics, Powerplant	21	18	86	20,461
Automotive Body Repair	121	96	79	13,368
Automotive Mechanics	212	176	84	16,588
Communications Electronics	44	42	95	17,867
Computer Electronics	22	20	91	18,983
Cooling & Refrigeration	15	15	100	16,494
Diesel Engine Mechanics	128	115	90	12,561
Electrical & Electronics Equipment Repair, General	190	162	85	17,753
Heating, Air Conditioning, Refrigeration Mechanics, General	34	30	88	16,205
Heavy Equipment Maintenance & Repair	22	16	73	14,435
Mechanics/Repairers (Coop Industrial Training)	58	49	84	8,840
Miscellaneous Mechanics & Repair, Others	6	5	83	10,920
Small Engine Repair	19	15	79	11,120
Vehicle & Mobile Equipment Mechanics & Repair	4	4	100	

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Classification of Instructional Programs	Number of Completers	Number Placed	Average Placement Rate of Completers %	Average Annual Salary \$
PRECISION PRODUCTION				
Commercial Art	69	59	86	13,901
Commercial Photography	7	6	86	7,800
Drafting, General	141	131	93	17,032
Graphic & Printing Communication, General	53	47	89	11,431
Machine Tool Operator/ Machine Shop	119	108	91	16,371
Millworking & Cabinet Making	9	8	89	
Tool & Die Making	12	9	75	15,246
Upholstering	6	1	17	
Welding	115	92	80	13,620
PROTECTIVE SERVICES				
Criminal Justice Technology	52	50	96	23,035
Fire Control & Safety Technology				
Firefighting	72	71	99	25,599
Law Enforcement	75	61	81	18,346
TRANSPORTATION AND MATERIAL MOVING				
Airplane Piloting and Navigation	7	6	86	17,150
Truck & Bus Driving	628	562	89	17,327
VOCATIONAL HOME ECONOMICS				
Child Care Management	111	100	90	11,087
Fashion/Fabric Coordination	67	55	82	11,568
Food Production/Management Services, General	90	83	92	14,434
Food Service	102	64	63	14,043
Home Decorating	19	13	68	17,077
Home Furnishings & Equipment Management Production & Services, General	4	4	100	12,480

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