

Approved: 2-13-95
Date

MINUTES OF THE HOUSE COMMITTEE ON ECONOMIC DEVELOPMENT

The meeting was called to order by Chairperson Bob Miller at 3:30 p.m. on February 9, 1995 in Room 423-S of the Capitol.

All members were present except: Rep. Jim Long - excused
Rep. Kent Glasscock - excused
Rep. John Toplikar - absent
Rep. Herman Dillon - excused

Committee staff present: Lynne Holt, Legislative Research Department
Bob Nugent, Revisor of Statutes
Derek Kreifels, Legislative Intern

Conferees appearing before the committee: Gary Sherrer, Secretary, Kansas Department of Commerce and Housing

Others attending: See attached list

The meeting was called to order at 3:30 p.m. by the Chairperson Bob Miller. The minutes of February 8, 1995 were distributed and approved.

Gary Sherrer addressed the committee regarding the EDIF impact on the State's economy and presented written testimony outlining FY94 projects (Attachment 1), a breakdown of Lottery Proceeds (Attachment 2) and EDIF distributions for fiscal years 1991, 1992, 1993 and 1994 (Attachment 3)

Meeting was adjourned at 4:15 p.m.

The next meeting is scheduled for February 13, 1995.

EDIF IMPACT

Highlights of KDOC&H EDIF Impacts

The mission of the Kansas Department of Commerce & Housing and of economic development in general, has been greatly enhanced through the use of lottery generated revenues for various economic development initiatives. A quick review of outcomes of certain of these programs provides a compelling argument for the continued availability of EDIF monies for economic development purposes.

Attached are materials which give a sense of the scope and impact that EDIF dollars, administered through the Kansas Department of Commerce & Housing, have had on the State's economy.

HOUSE ECO. DEVO.
2-9-95
ATTACHMENT 1

-1- ATTACHMENT A

FY94 KIT/KIR Projects

Project #	Company	Community	Product	Type*	Dates	Trainees	Obligations	Expenditures	Balance	Match
dr- 94/1	Roto-Mix, Inc.	Hoisington	Rotary Feed Mixers	KIT-E	7/93-6/94	40	46,950.00	39,750.00	7,200.00	
dr 94/2	Rigid Form, Inc.	Paola	Fiberglass Truck Covers	KIT-E	7/93-6/94	24	25,200.00		25,200.00	17,900.00
dr 94/3	Medplans 2000 Inc.	Ft. Scott	Health Insurance	KIT-N	7/93-6/94	28	31,125.00	31,125.00		31,125.00
dr- 94/4	Jenkins Motorsports	Dodge City	Sprint Car Manufacturing	KIT-E	7/93-6/94	5	10,000.00	10,000.00		10,000.00
sj 94/5	IntelliSell	Crestline/Arma/Girard	Telemarketing	KIT-E	10/93-12/94	270	40,000.00	30,541.78	9,458.22	46,086.00
dr 94/6	Kapco	Iola	Copper Cable	KIT-E	7/93- 9/94	20	22,440.00	22,440.00		
dr 94/7	Auto Mate II	Chanute	Air Brakes/Coiled Cables	KIT-E	8/93-10/94	30	22,000.00	22,000.00		
dr 94/8	Banners	Emporia	Banners and Garments	KIT-E	7/93-6/94	5	6,400.00	3,200.00	3,200.00	
dr 94/9	REMA Bakeware	Salina	Insulated Bakeware	KIT-E	11/93-10/94	30	8,398.00	4,179.00	4,219.00	
dr 94/10	J&S Trailer Sales & Service	Dodge City	Trailers	KIT-N	7/93-7/94	17	22,500.00	14,123.43	8,376.57	22,500.00
sj 94/11	Gunze	Olathe	Plastic Shrink Wrap	KIT-N	10/93-9/94	10	20,000.00	19,000.00	1,000.00	12,814.00
dr 94/12	Sharpline Converting	Wichita	Auto Decals & Pinstriping	KIT-E	7/93-6/94	63	23,980.87	23,980.87		
dr 94/13	Treasure Chest Advertising	Lenexa	Printing	KIT-E	9/93-11/94	31	40,000.00	15,925.83	24,074.17	40,000.00
dr 94/14	American Econo-Clad Services	Topeka	Books	KIT-E	9/93-6/94	15	15,000.00	5,061.34	9,938.66	15,000.00
dr- 94/15	Detroit Diesel	Emporia	Diesel Engine Remanufacturing	KIT-E	10/93-4/95	54	81,064.00	17,337.90	63,726.10	
dr 94/16	Pioneer Balloon	El Dorado	Latex & Mylar Balloons	KIT-E	9/93-8/94	71	41,705.00	10,510.00	31,195.00	3,130.00
dc- 94/17	Atchison Products	Atchison	Leather Products	KIT-E	7/93-12/94	40	25,000.00	25,000.00		90,875.00
dc- 94/18	Snorkel-Economy	Elwood	Aerial Work Platforms	KIT-E	2/94-7/94	74	11,925.00	8,575.96	3,349.04	
dc 94/19	Innovex	Lenexa	Pharmaceutical Research	KIT-E	2/94-9/94	90	40,000.00		40,000.00	
dr 94/20	CPI Corporation	Wichita	Food Products	KIT-E	9/93-8/94	22	18,000.00	18,000.00		3,820.00
dr 94/21	Custom Cupboards	Wichita	Wood Cabinetry	KIT-E	12/93-11/94	24	14,000.00	600.00	13,400.00	2,223.00
dc 94/22	Disney Direct Marketing Srv.	Overland Park	Catalog Teleservice Center	KIT-E	7/93-6/94	508	50,000.00	15,466.00	34,534.00	38,445.00
dr- 94/23	Star Lumber & Supply Co.	Wichita	Doors & Windows	KIT-E	7/93-6/94	30	1,440.00		1,440.00	
dr 94/24	Midwest-Werner & Pfeleiderer	Topeka	Rubber Compounding Equipment	KIT-E	7/93-6/94	7	12,000.00	12,000.00		
dr 94/25	Catalog Holdings	Lawrence	Childrens Clothing Telemktg.	KIT-E	7/93-12/93	40	15,000.00	15,000.00		
dc 94/26	Blue Valley Tele-Marketing	Home	Telemarketing	KIT-E	8/93-8/94	35	15,000.00		15,000.00	19,379.00
dc 94/27	MASSCO	Atchison	Mops	KIT-N	10/93-12/94	23	12,000.00		12,000.00	20,860.00
dr 94/28	K-SQ Blowmolding	Winfield	Plastic Blowmolded Products	KIT-E	11/93-6/94	35	39,856.00	39,856.00		
dc 94/29	Goodyear	Topeka	Radial & Bias Specialty Tires	KIT-E	10/93-8/94	56	73,500.00	73,500.00		
dr- 94/30	Montgomery Elevator	Arkansas City	Elevator Cabs	KIT-E	8/93-11/94	25	20,000.00	19,513.00	487.00	
dr- 94/31	La Siesta	Topeka	Food Processing	KIT-E	1/94-6/94	26	8,903.00	1,382.80	7,520.20	
dr- 94/32	Cintas	Olathe	Business Uniforms	KIT-E	7/93-11/94	30	25,875.00		25,875.00	31,128.00
dr 94/33	Abbott Aluminum	Manhattan	Machined Aluminum Components	KIT-N	1/94-12/94	15	20,870.00	12,733.02	8,136.98	
dr 94/34	ITN	Overland Park	Communications Systems	KIT-N	1/94-12/94	52	70,000.00	8,938.95	61,061.05	50,000.00
dr- 94/35	Heyco, Inc.	Garden City	Agricultural Equipment	KIT-E	2/94-1/95	26	15,000.00	15,000.00		
dr 94/36	Wells Dairy, Inc.	Edwardsville	Ice Cream Distribution	KIT-N	1/94-12/94	15	14,870.00		14,870.00	

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FY94 KIT/KIR Projects

Project #	Company	Community	Product	Type*	Dates	Trainees	Obligations	Expenditures	Balance	Match
dr 94/37	La Petite Academy	Overland Park	Child Care/Corporate HQ	KIT-N	1/94-1/95	85	22,862.00	7,500.00	15,362.00	
dr 94/38	Engineered Air	DeSoto	Heating/Aircond. Units	KIT-E	2/94-1/95	25	40,000.00		40,000.00	
sj- 94/39	Plastic-Packaging Corp.	Kansas City	Plastic Bags	KIT-E	1/94-3/95	10	7,730.00		7,730.00	
dr- 94/40	ABC Rail	Newton	Railroad Products	KIT-E	3/94-2/95	61	40,000.00	17,763.66	22,236.34	
dc 94/41	Nar-Mac	Wichita	Plastic Molded Parts	KIT-N	3/94-9/95	36	30,000.00		30,000.00	5,750.00
dr 94/42	Paint Tech	Olathe	Powdered Paint	KIT-E	5/94-10/94	18	7,071.00		7,071.00	
dc 94/43	Griffin Wheel	Kansas City	Steel Railroad Wheels	KIT-N	5/94-4/95	103	65,000.00		65,000.00	7,000.00
4/44	Schult Homes Corp.	Plainville	Prefab Homes	KIT-E	4/94-3/95	35	30,000.00		30,000.00	6,500.00
4/45	+Speigel	Wichita	Telecatalog Center	KIT-N	6/94-7/94	75	54,188.00		54,188.00	
dc 94/46	Superior Industries	Pittsburg	Aluminum Auto Wheels	KIT-E	6/94-12/94	20	3,912.00	3,912.00		
KIT Subtotals						2,354	1,260,764.87	563,916.54	696,848.33	474,535.00
sj 94/101	Leonard's Metal	Wichita	Aircraft Parts	KIR	7/93-12/93	27	9,568.00	6,221.24	3,346.76	9,568.00
dr- 94/102	Roto-Mix, Inc.	Dodge City	Rotary Feed Mixers	KIR	7/93-6/94	83	35,167.00	32,837.50	2,329.50	35,167.00
dr 94/103	Preco Industries, Inc.	Lenexa	Die Cutting/Stamping Presses	KIR	7/93-6/94	37	6,485.00	4,862.00	1,623.00	6,485.00
dr 94/104	Key Industries	Ft. Scott	Distribution Center	KIR	7/93-6/94	56	20,300.00		20,300.00	20,300.00
dr- 94/105	Jenkins Motorsports	Dodge City	Sprint Car Manufacturing	KIR	7/93-6/94	5	10,000.00	10,000.00		10,000.00
dr 94/106	Dayco Products, Inc.	Fort Scott	V-Belt Manufacturing	KIR	7/93-6/94	136	18,500.00	2,341.03	16,158.97	18,500.00
dr 94/107	Tramec Corporation	Iola	Air Brake Components	KIR	7/93- 9/94	30	13,349.00	13,349.00		13,350.00
dr 94/108	Curtis Machine Company	Dodge City	Gear Boxes	KIR	8/93-7/94	73	55,776.00	29,528.30	26,247.70	55,777.00
dr 94/109	Ace Forms	Pittsburg	Custom Business Forms	KIR	10/93-12/93	22	7,139.00	5,421.52	1,717.48	7,140.00
sj 94/110	Sealright	Desoto	Ice Cream Containers	KIR	1/94-8/94	200	205,484.00	205,474.00	10.00	232,145.00
sj 94/111	Fleming	Kansas City	Food Processing	KIR	1/94-6/95	420	200,000.00		200,000.00	271,325.00
94/112	Chanute Manufacturing	Chanute	Steam Generators	KIR	8/93-12/93	6	6,931.03	6,931.03		6,932.00
4/113	Star Lumber & Supply Co.	Wichita	Door & Windows	KIR	7/93-6/94	50	11,860.00		11,860.00	11,860.00
dr 94/114	Chance Industries	Wichita	Carnival Rides	KIR	7/93-6/94	373	26,000.00	26,000.00		26,000.00
dr 94/115	Ottawa Truck Corp.	Ottawa	Specialty Trucks	KIR	7/93-6/95	200	50,550.00	7,467.64	43,082.36	50,551.00
dr 94/116	Marley Pump Co	Lenexa	Water Well Pumps	KIR	7/93-6/94	70	9,318.00	3,431.96	5,886.04	9,320.00
dr 94/117	Columbian Steel Tank Co.	Kansas City	Steel Storage Tanks	KIR	9/93-8/94	37	10,244.00	4,244.00	6,000.00	10,244.00
dr 94/118	Evcon Industries, Inc.	Wichita	Heating/Airconditioning Eq.	KIR	7/93-6/94	81	12,582.00	12,582.00		12,586.00
dr 94/119	High Plains Publishers	Dodge City	Regional Ag. Publications	KIR	8/93-9/94	30	43,459.00	33,739.36	9,719.64	62,666.00
dr 94/120	Allied Signal Gen. Aviation	Olathe	Aircraft Electronics Systems	KIR	1/94-12/94	100	65,000.00	24,230.00	40,770.00	65,000.00
dr 94/121	Frito-Lay	Topeka	Snack Foods	KIR	8/93-7/94	60	20,000.00	11,166.20	8,833.80	29,200.00
dr 94/122	Commercial Aircraft Products	Wichita	General Aviation Products	KIR	9/93-8/94	10	5,561.00	5,561.00		5,561.00
dr- 94/123	REMA Bakeware	Salina	Insulated Bakeware	KIR	11/93-10/94	129	17,901.00	7,359.00	10,542.00	17,901.00
dr- 94/124	Detroit Diesel	Emporia	Diesel Engine Remanufacturing	KIR	10/93-4/95	12	5,430.00	5,236.71	193.29	5,430.00

KANSAS DEPARTMENT OF COMMERCE & HOUSING

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FY94 KIT/KIR Projects

Project #	Company	Community	Product	Type*	Dates	Trainees	Obligations	Expenditures	Balance	Match
dr 94/125	Universal Lubricants	Wichita	Lubricants	KIR	1/94-4/94	10	566.00	566.00		566.00
dr 94/126	CAC Mold Corporation	Wichita	Plastic Injection Molds	KIR	12/93-1/95	9	4,107.00	4,107.00		4,107.00
dr- 94/127	Midwest-Werner & Pfleiderer	Topeka	Rubber Compounding Equipment	KIR	7/93-6/94	41	19,328.00		19,328.00	19,329.00
dr 94/128	Graphic Technology, Inc.	Industrial Airport	Label Products/Systems	KIR	9/93-10/94	198	40,000.00	9,493.01	30,506.99	40,000.00
dr 94/129	Metlcast Products, Inc.	Salina	Iron Castings/Machined Parts	KIR	11/93-10/94	45	30,000.00	20,450.00	9,550.00	30,000.00
dc- 94/130	Montgomery Elevator	Arkansas City	Elevator Cabs	KIR	8/93-11/94	80	34,999.00	25,857.50	9,141.50	35,001.00
dc- 94/131	Atchison Products	Atchison	Leather Tool Belts & Bags	KIR	7/93-12/94	45	20,000.00	20,000.00		81,250.00
94/132	Air Products and Chemicals	Wichita	Chemical Intermediates	KIR	10/93-11/94	65	38,000.00	21,691.68	16,308.32	51,970.00
4/133	Straightline	Newton	Earth Boring Tools	KIR	1/94-7/94	60	28,220.00	28,220.00		28,220.00
dr- 94/134	Cintas	Olathe	Business Uniforms	KIR	7/93-11/94	42	14,125.00		14,125.00	39,443.00
dr- 94/135	La Siesta	Topeka	Food Processing	KIR	1/94-6/94	7	1,097.00		1,097.00	6,500.00
sj 94/136	Yuasa-Exide	Hays	Batteries	KIR	5/94-6/95	61	50,000.00		50,000.00	99,103.00
dr 94/137	McCormick-Armstrong	Wichita	Printing	KIR	2/94-1/95	52	40,000.00	4,815.45	35,184.55	40,000.00
dr- 94/138	Heyco, Inc.	Garden City	Agricultural Equipment	KIR	2/94-1/95	78	20,000.00	20,000.00		20,000.00
sj- 94/139	Schult Homes Corp.	Plainville	Prefab Homes	KIR	4/94-3/95	107	8,000.00		8,000.00	8,000.00
dc- 94/140	Snorkel-Economy	Elwood	Aerial Work Platforms	KIR	2/94-7/94	426	23,584.00	21,104.98	2,479.02	25,584.00
sj- 94/141	Plastic-Packaging Corp.	Kansas City	Powdered Paint	KIR	1/94-3/95	76	10,542.00		10,542.00	10,542.00
dr- 94/142	ABC Rail	Newton	Railroad Products	KIR	3/94-2/95	40	15,999.00	3,277.90	12,721.10	16,001.00
KIR Subtotals						3,689	1,265,171.03	637,567.01	627,604.02	1,548,624.00
KIT/KIR Totals						6,043	2,525,935.90	1,201,483.55	1,324,452.35	2,023,159.00
BUDGET							2,527,500.00			
UNENCUMBERED BALANCE								1,564.10		

N=New Facility/E=Existing Facility

OBLIGATIONS AND EXPENDITURES BY CONGRESSIONAL DISTRICT

Cong. Dist.	Obligations	Expenditures	Balances
1st	714,916.00	332,661.76	382,254.24
2nd	571,883.03	340,904.30	230,978.73
3rd	1,066,358.00	338,381.20	727,976.80
4th	458,814.87	204,536.29	254,278.58

Project Coordinator:

dc Dave Cleveland dr Dick Russell sj Steve Jack

Fort Riley Taskforce

These funds were approved for development of a detailed economic impact analysis and to retain a Washington Technical Consultant/ Representative. This request has met the conditions outlined in Section 1. (b)(5) which covers the "closure of a major federal or state institution or facility". The \$203,000 funding approved for this project is for performance of a comprehensive economic impact analysis detailing the effects of the closing of Fort Riley. It will, also, be used for Washington, D.C., representation and services in connection with the Base Closure Commission.

Plastics Packaging, Inc.

Plastics Packaging, Inc. was awarded \$125,000 from the Fund to assist in site modification necessary to allay flood concerns on an expansion of the Plastics Packaging, Inc. facility. The firm had experienced flooding during 1993 and the requested site work was necessary before the company would consider expansion at the current site. The company was investigating alternative sites in both Kansas and Missouri. The loss of this company would have impacted a number of jobs in the Kansas City, Kansas area. The company has, since, moved forward with its expansion plans. This expansion is projected to add 20-40 jobs.

CPAC, Inc.

CPAC, Inc. was provided a \$100,000 loan in connection with its purchase of the former Fuller Brush operation in Great Bend. This operation had been in financial trouble for some time and a search for a qualified buyer had been ongoing. Several efforts to sell the company or to restructure had been unsuccessful. CPAC proposes to purchase the assets of the company, retaining the current employee base of 245 and pledging to add a minimum of 50 new jobs over the next 5 years. There is also a potential, that at some point, CPAC might consolidate the Fuller-Atlanta facility into the Great Bend facility.

Cessna Project

Upon disclosure that Cessna was investigating the possibility of establishing a facility for the manufacture of piston-driven aircraft, it was determined that the impact such a facility would have on the Kansas economy warranted the use of KEOIF. The Department of Commerce & Housing committed \$800,000 of KEOIF assistance for the project. These funds were project-directed and were committed for use by whichever community Cessna chose for the facility site. Independence was, ultimately, the site selected.

TOTAL AWARDS: \$1,228,000

FY 1994 KEOIF PROJECT SUMMARIES

Sealright Packaging Company

Sealright was a Kansas City area firm which needed to establish a new production facility. This firm investigated a number of sites and was heavily recruited by Missouri. The Kansas site which received the most favorable consideration by the company was located in De Soto, Kansas. A grant of \$500,000 was awarded for the site preparation and construction of a rail extension to the new facility to retain the jobs of the 350 Sealright employees in Kansas.

The facility which is located on the north side of Highway K-10 just east of De Soto, Kansas, is nearing operational status.

A & M Projects, Inc.

The KEOIF committee approved the award to assist in the location of a new A & M Brands production facility at Spring Hill, Kansas. Eighty thousand dollars of KEOIF funds were used to defray the costs of extending a rail spur to the new facility. One hundred jobs at the new operation are projected at full production.

Kansas Manufacturing Association

A \$250,000 grant was awarded to leverage an additional \$1,750,000 in local and federal funds in the Technology Reinvestment Program. The application was a cooperative effort between the Kansas Manufacturers' Association and the Employment and Training Board of Wichita. Benefits include the development of training networks, employee training, development of ISO 9000 qualification criteria, etc.

South Central Kansas Economic Development District, Inc. (SCKEDD)

The grant amount of \$72,000, which was matched with \$40,000 of local funds, was provided to leverage \$750,000 of SBA monies to establish a MicroLoan Demonstration Project. This MicroLoan program has generated a great deal of interest in the South Central Kansas region served by SCKEDD. To date, the program has funded 50+ loans with an average loan size of approximately \$11,000. Loans have been made to a variety of start-up and small businesses for a variety of purposes including equipment purchase, working capital and inventory.

WI/SE

The grant amount of \$50,000 was awarded for the purpose of providing employment training and assistance to dislocated workers in the Wichita area. The funds were used to match \$50,000 in funds provided through the Carl Perkins Vocational Training Fund, to develop an increased understanding of the training needs of the business community and the development of training networks centered around business clusters.

King Avionics, Inc.

The award of \$100,000 from KEOIF is intended to aid in the retention and expansion of the company's production facility in Johnson County. The agreement between the State and King Avionics specifies that the company, in addition to retaining the facility and its current employee base, will create a minimum of 20 new jobs within 5 years of completion of the new facility.

TOTAL AWARDS: \$1,302,000

IMPACT OF EDIF PROJECTS
TRAVEL AND TOURISM DEVELOPMENT DIVISION

The following represents economic impact figures pertaining to travel expenditures for the state as a whole, as well as specific tourism division programs. The source of these numbers is indicated for each.

- * One-third of travelers requesting information in 1993 actually traveled to Kansas, accounting for over \$23 million being spent in our state. (Nicholson-Reid Research Group)
- * The Travel and Tourism marketing campaign brought in nearly \$55 in visitor expenditures for every dollar spent in the division's 1993 advertising campaign. (Nicholson-Reid Research Group)
- * Group tour travel in Kansas generated nearly \$60 million in travel expenditures in 1993. (International Association of Convention & Visitors Bureau and National Tour Association Research Report).
- * U.S. travelers spent over \$2.45 billion in Kansas during 1993, a 5.4 percent increase from the nearly \$2.33 billion travelers spent in 1992. (U.S. Travel Data Center, Washington, D.C.)
- * International travelers spent \$65 million in Kansas in 1993, creating 1,000 jobs from international spending.
- * Total of domestic and international traveler spending in Kansas in 1993 equaled \$3.1 billion.
- * Direct U.S. travel expenditures generated 37.8 thousand jobs in Kansas in 1993. (U.S. Travel Data Center, Washington, D.C.)
- * Kansas had the strongest growth in person-visits from Canada to the United States in 1993, a 28.6% improvement over 1992. This compares to a 6.9% decline nationally. (U. S. Travel and Tourism Administration).

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- * Visitors to our four state-owned Travel Information Centers totaled nearly 500,000 in 1994.
- * Eleven Attraction Development grants awarded in 1994 were to generate thirteen (13) new jobs in the state.
- * Film production brought in over \$3 million in revenues to the state in 1993.

CERTIFIED DEVELOPMENT CORPORATIONS

CHEYENNE	RAWLINS	DECATUR	NORTON	Phillips	Smith
		9			
SHERMAN	THOMAS	SHERIDAN	GRAHAM	ROOKS	OSBORNE
WALLACE	LOGAN	GOVE	TREGO	ELLIS	RUSSELL

JEWELL	REPUBLIC	WASHINGTON
	CLoud	
Mitchell	OTTAWA	
LINCOLN	SALINE	DICKINSON
Ellsworth	10	
RICE	McPHERSON	MARION
RENO	HARVEY	BURLER
	Sedqwick	GREENWOOD
KINGMAN		Elk
HARPER	SUMNER	Cowley
		CHAUTAQUA

Marshall		
Clay	RILEY	POTAWATOMIE
	8	
GEARY	WABAUNSEE	OSAGE
MORRIS	LYON	
CHASE		COFFEY
		FRANKLIN

NEMAH	BROWN	DONIPHAN
1		ATCHISON
JACKSON		JEFFERSON
		6
		SHAWNEE
		3
		LEAVENWORTH
		WYANDOTTE
		2, KC, KS.
		5
		DOUGLAS
		4
		JOHNSON
		MIAMI
		ANNANDERSON
		LINN
WOODSON	ALLEN	BOURBON
	7	
WILSON	NEOSHO	CRAWFORD
MONTGOMERY	LABETTE	CHEROKEE

GREELY	WICHITA	SCOTT	LANE	NESS	RUSH	BARTON
					PAWNEE	
HAMILTON	KEARNY	FINNEY		HODGEMAN		STAFFORD
			GRAY	FORD	EDWARDS	
STANTON	GRANT	HASKELL			KIOWA	PRATT
MORTON	STEVENS	SEWARD	MEADE	CLARK	COMANCHE	BARBER

FY 1994

\$72M in financing packaged and assisted by CDCs.
\$3,300 total jobs impacted.

LEGEND

1. MO-KAN Development, Inc.
2. City Wide Development Corp of Kansas City
3. Avenue Area, Inc.
4. Johnson County Certified Development Company
5. Wakarusa Valley Development, Inc.
6. Topeka/Shawnee County Development, Inc.
7. Mid America, Inc.
8. Eastern Kansas Economic Development Group
9. Pioneer Country Development, Inc
10. South Central Kansas Economic Development Distriot
11. Great Plains Development, Inc.

KANSAS TRADE SHOW ASSISTANCE PROGRAM (KTSAP)

Summary of Program

The Kansas Trade Show Assistance Program provides reimbursement of up to \$3,500 for eligible expenses incurred by Kansas companies attending foreign trade shows. During the last legislative session (1994), the program was modified to also enable reimbursement of up to \$1,500 in eligible expenses for domestic trade shows that are international in scope.

Summary of Activities for Fiscal Year 1994

During Fiscal Year 1994, KTSAP Program funding totaled \$272,420.00. A total of \$195,226.66 was disbursed under the program to 77 companies across the State. Of these 77 companies, 27 were first time applicants to the program and five were companies that have been established within the last five years. Almost half of the companies participating in the program did so in order to target a new market for their product or service.

The program's effectiveness in increasing company sales and introducing companies to new markets is measured by evaluations completed by the participating companies both immediately after the show and six months after the show. FY94 post-show company evaluations indicate that a total of 9,904 sales leads were generated through KTSAP funded show attendance and a total of 31 agent/distributor contracts were negotiated. An additional 882 sales leads and 11 more agent/distributor agreements were reported on the six-month evaluations. Company sales stemming from FY94 KTSAP funded show attendance currently totals \$35,974,000.00. This yields a return on investment of \$184.27 to \$1.00 when total company sales are compared against total FY94 disbursements.

Funding Level	\$272,420.00
Disbursements	\$195,226.66
Company Sales	\$35,974,000.00
\$ Return Ratio	\$184.27:1
Total Allocations	77

**STATEWIDE DISTRIBUTION OF LOTTERY PROCEEDS
BY COUNTY**

<u>AGENCY</u>	<u>CODE</u>
ARTS COMMISSION	A
COMMERCE & HOUSING	C
EDUCATION	E
STATE FAIR	F
HISTORICAL SOCIETY	H
KANSAS, INC.	I
KTEC	K
STATE LIBRARY	L
CORRECTIONS	P
REVENUE	R
WILDLIFE & PARKS	W
BOARD OF REGENTS	X

STATEWIDE EXPENDITURES NOT ALLOCATED TO SPECIFIC COUNTY

ACCESSIBLE ARTS	148,500
DEPT. OF ADMINISTRATION	420,327
AGRICULTURE	346,763
KTEC: MAMTC	990,053
BOARD OF REGENTS	1,624,178
SRS:KANWORK	2,475,000
STATE WATER OFFICE	1,980,000

NOTE: Distributions reflect only the county in which the award was made. Operating expenditures and awards to CDCs, SBDCs, MAMTC, Centers For Excellence, Kansas Value-Added Center, KDOC&H Regional Field Offices, KTEC Industrial Liaison Offices & Commercialization Corporations, and Travel Information Centers actually serve multiple counties with economic development related services.

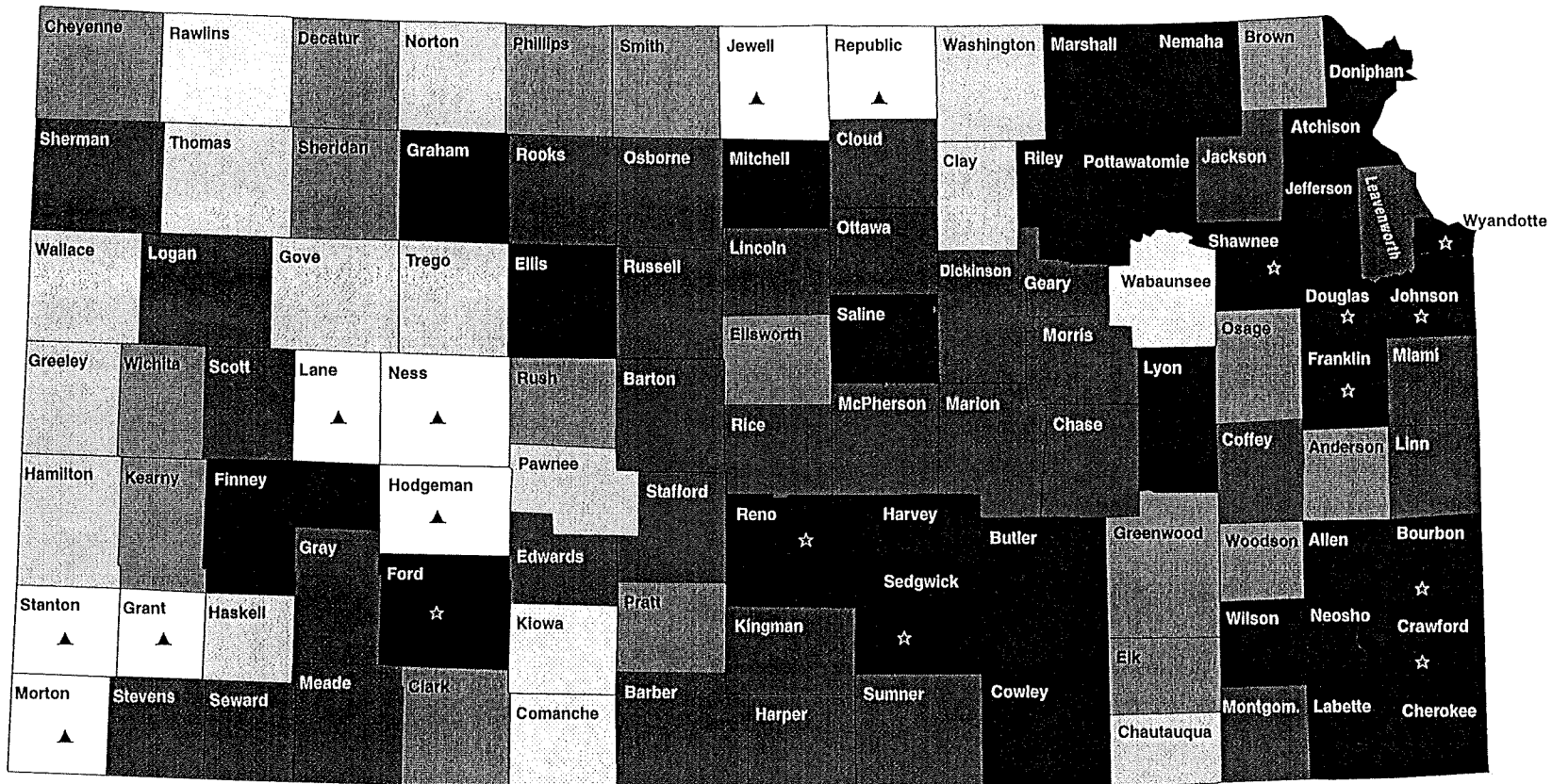
*HOUSE ECO. DEVO.
2-9-95
ATTACHMENT 2*

STATEWIDE DISTRIBUTION OF LOTTERY PROCEEDS FY 1994 : BY COUNTY (EDIF & CIBF)

2-2

Cheyenne 15491 CRLA	Rawlins 15598 CRL	Decatur 21359 CRLA	Norton 76709 CRLA	Phillips 19652 CRL	Smith 53778 RALK	Jewell 95819 RLAK	Republic 19655 RLA	Washington 30732 CRLA	Marshall 50354 CRLA	Nemaha 35479 CRLA	Brown 26666 CLA	CRL Doniphan 93095	
Sherman 558953 GRALE	Thomas 40920 CRLA	Sheridan 13574 CRL	Graham 73258 CRL	Rooks 56367 CRL	Osborne 19522 CRLA	Mitchell 573215 CRLAE	Cloud 30613 RLA	Clay 19697 RL	Riley 4671037 CRLAEKIX	Pottawatomie 63345 GRAL	Jackson 49739 CRAL	Atchison 354641 CLAE	Leavenworth 323016 CRLAK
Wallace 10813 CRL	Logan 14652 CRL	Gove 14687 CRL	Trego 16474 CRLA	Ellis 249958 CRLANK	Russell 42806 CRLA	Lincoln 19919 RLA	Ottawa 25766 CRLA	Dickinson 137805 CRLA	Geary 90845 CRL	Wabaunsee 35123 GRE	Shawnee 3896830 CRLAHP	Jefferson 161885 CRLA	Johnson 3052686 CLAKE
Greeley 12215 RAL	Wichita 13088 RAL	Scott 46432 CRLA	Lane 12496 RL	Ness 17265 RAL	Rush 29129 CRL	Barton 425937 CRLAEKW	Ellsworth 25316 RLA	Saline 833814 CRLAE	Morris 19485 CRL	Lyon 780523 GRALE	Osage 60009 GRALE	Douglas 3741241 CRLAHIX	Miami 807026 CRLW
Hamilton 13764 RL	Kearny 32027 CRL	Finney 455068 CRLAEK	Hodgeman 11803 RL	Ford 367685 CRLAE	Pawnee 1024966 RLAP	Stafford 17312 CRL	Rice 34290 CRLA	McPherson 77130 CRLA	Marion 29474 CRLA	Chase 20828 CRL	Coffey 22783 CRLA	Franklin 1843861 CRL	Linn 64547 CRLAH
Stanton 10394 RL	Grant 43538 RLAE	Haskell 11164 RA	Gray 14175 RL	Kiowa 15963 CRLA	Edwards 39141 CRL	Pratt 81252 GRALEW	Reno 2545441 CRLAEKFP	Harvey 267889 CRLAE	Butler 1590862 CRLAEKWP	Greenwood 22153 CRL	Woodson 27597 CRL	Allen 282766 CRLAEH	Bourbon 107278 CRLA
Morton 13581 RL	Stevens 14211 RL	Seward 348310 CRLA	Meade 15894 RL	Clark 31399 CRL	Kiowa 15963 CRLA	Barber 37410 CRAL	Kingman 382065 CRLAW	Sedgwick 4203962 CRLAEKWIX	Cowley 264357 CLAEK	Eik 14031 CRL	Wilson 31823 CRLA	Neosho 87295 CRLA	Crawford 778995 CRLAEK
				Comanche 11985 CRL		Harper 30992 CRAL	Sumner 44686 CRAL			Chautauqua 23160 CRAL	Montgom. 337378 GRALE	Labette 48565 GRALE	Cherokee 48747 CRAL

**DEPARTMENT OF COMMERCE & HOUSING
EDIF DISTRIBUTIONS
FISCAL YEARS 1991, 1992, 1993, 1994**



- ★ Black Shading : Counties with largest EDIF distribution.
- ▲ White Shading: Counties with no EDIF distributions.

NOTE: Varying degrees of shading are relative to the amounts of EDIF awards to each county.

Distributions made directly to communities, counties, businesses, and institutions are included in this representation. Statewide impact of distributions is not demonstrated for the Regional Field Offices, CDCs, Travel Information Centers, and SBDCs.

*House Eco. Devo.
2-9-95
ATTACHMENT 3*

**KDOC&H EDIF DISTRIBUTIONS FY91-94
COUNTIES EAST OF HIGHWAY 81**

COUNTY	TOTAL EDIF	1994	1993	1992	1991
Allen	\$107,227	\$47,607	\$0	\$53,220	\$6,400
Anderson	\$12,022	\$167	\$0	\$5,250	\$6,605
Atchison	\$120,139	\$58,877	\$18,500	\$42,762	\$0
Barber	\$49,365	\$47,025	\$0	\$0	\$2,340
Bourbon	\$525,057	\$71,712	\$187,886	\$140,020	\$125,439
Brown	\$14,417	\$4,260	\$1,657	\$5,000	\$3,500
Butler	\$142,898	\$45,280	\$43,403	\$0	\$54,215
Chase	\$29,290	\$7,575	\$13,115	\$0	\$8,600
Chautauqua	\$5,809	\$5,809	\$0	\$0	\$0
Cherokee	\$114,156	\$40,167	\$50,500	\$10,520	\$12,969
Clay	\$3,890	\$0	\$0	\$0	\$3,890
Coffey	\$77,387	\$167	\$2,500	\$9,200	\$65,520
Cowley	\$466,161	\$94,660	\$171,941	\$54,880	\$144,680
Crawford	\$1,556,549	\$72,607	\$123,729	\$110,613	\$1,249,600
Dickinson	\$26,156	\$990	\$6,340	\$18,826	\$0
Doniphan	\$271,947	\$43,689	\$27,650	\$190,208	\$10,400
Douglas	\$1,077,867	\$85,840	\$178,016	\$85,164	\$728,847
Elk	\$17,417	\$167	\$5,250	\$12,000	\$0
Franklin	\$1,958,563	\$1,800,633	\$128,989	\$22,730	\$6,210
Geary	\$81,469	\$25,492	\$2,500	\$11,382	\$42,095
Greenwood	\$16,896	\$0	\$0	\$0	\$16,896
Jackson	\$40,028	\$24,028	\$16,000	\$0	\$0
Jefferson	\$249,125	\$361	\$0	\$61,050	\$187,714
Johnson	\$3,576,852	\$1,399,069	\$1,359,936	\$197,122	\$620,726
Labette	\$183,563	\$13,516	\$72,275	\$23,500	\$74,272
Leavenworth	\$29,150	\$2,583	\$12,579	\$13,988	\$0
Linn	\$92,917	\$22,667	\$0	\$70,250	\$0
Lyon	\$342,638	\$161,385	\$111,433	\$40,820	\$29,000
Marion	\$70,698	\$1,683	\$615	\$49,200	\$19,200
Marshall	\$126,479	\$278	\$11,375	\$114,826	\$0
Miami	\$92,814	\$30,340	\$42,474	\$20,000	\$0
Montgomery	\$84,207	\$3,667	\$34,364	\$19,380	\$26,796
Morris	\$22,304	\$2,658	\$615	\$0	\$19,031
Nemaha	\$101,722	\$12,482	\$12,500	\$5,000	\$71,740
Neosho	\$125,859	\$54,601	\$41,060	\$30,198	\$0
Osage	\$16,311	\$0	\$16,311	\$0	\$0
Pottawatomie	\$136,572	\$770	\$132,500	\$2,153	\$1,149
Riley	\$256,202	\$149,034	\$61,570	\$34,673	\$10,925
Sedgwick	\$3,314,539	\$890,491	\$641,713	\$669,192	\$1,113,143
Shawnee	\$1,266,124	\$236,401	\$331,252	\$439,524	\$258,947
Wabaunsee	\$83	\$83	\$0	\$0	\$0
Washington	\$9,778	\$9,778	\$0	\$0	\$0
Wilson	\$115,535	\$1,667	\$48,375	\$41,453	\$24,040
Woodson	\$16,667	\$167	\$900	\$9,200	\$6,400
Wyandotte	\$719,954	\$373,607	\$170,932	\$129,239	\$46,176

**\$17,664,797 TOTAL EDIF DISTRIBUTION EAST OF HIGHWAY 81
80.253% PERCENT OF TOTAL DISTRIBUTION EAST OF HIGHWAY 81**

**KDOC&H EDIF DISTRIBUTIONS FY91-94
COUNTIES WEST OF HIGHWAY 81**

COUNTY	TOTAL EDIF	1994	1993	1992	1991
Barton	\$86,934	\$47,025	\$26,085	\$0	\$13,824
Cheyenne	\$14,389	\$56	\$14,333	\$0	\$0
Clark	\$18,500	\$18,500	\$0	\$0	\$0
Cloud	\$24,278	\$0	\$1,250	\$13,908	\$9,120
Comanche	\$75	\$75	\$0	\$0	\$0
Decatur	\$19,731	\$56	\$8,750	\$10,925	\$0
Edwards	\$79,158	\$25,075	\$0	\$54,083	\$0
Ellis	\$260,042	\$101,695	\$94,552	\$63,795	\$0
Ellsworth	\$11,620	\$0	\$0	\$0	\$11,620
Finney	\$208,484	\$136,885	\$45,000	\$26,599	\$0
Ford	\$541,453	\$199,121	\$123,046	\$46,500	\$172,786
Gove	\$8,104	\$56	\$6,666	\$1,382	\$0
Graham	\$157,156	\$57,306	\$54,900	\$10,000	\$34,950
Grant	\$0	\$0	\$0	\$0	\$0
Gray	\$33,373	\$0	\$0	\$3,333	\$30,040
Greeley	\$8,160	\$0	\$0	\$0	\$8,160
Hamilton	\$9,500	\$0	\$0	\$9,500	\$0
Harper	\$52,038	\$11,505	\$0	\$0	\$40,533
Harvey	\$312,848	\$109,681	\$2,023	\$69,182	\$131,961
Haskell	\$3,333	\$0	\$0	\$3,333	\$0
Hodgeman	\$0	\$0	\$0	\$0	\$0
Jewell	\$0	\$0	\$0	\$0	\$0
Kearny	\$18,500	\$18,500	\$0	\$0	\$0
Kingman	\$87,321	\$26,839	\$38,282	\$22,200	\$0
Kiowa	\$881	\$75	\$806	\$0	\$0
Lane	\$0	\$0	\$0	\$0	\$0
Lincoln	\$20,620	\$0	\$5,000	\$0	\$15,620
Logan	\$36,772	\$56	\$6,666	\$30,050	\$0
McPherson	\$88,205	\$29,515	\$22,750	\$7,351	\$28,589
Meade	\$29,483	\$0	\$25,000	\$3,333	\$1,150
Mitchell	\$129,695	\$48,125	\$43,900	\$0	\$37,670
Morton	\$0	\$0	\$0	\$0	\$0
Ness	\$0	\$0	\$0	\$0	\$0
Norton	\$8,806	\$56	\$8,750	\$0	\$0
Osborne	\$25,628	\$1,103	\$0	\$24,525	\$0
Ottawa	\$73,751	\$6,700	\$0	\$0	\$67,051
Pawnee	\$2,131	\$0	\$1,144	\$987	\$0
Phillips	\$10,808	\$56	\$0	\$0	\$10,752
Pratt	\$13,015	\$75	\$12,940	\$0	\$0
Rawlins	\$389	\$56	\$333	\$0	\$0
Reno	\$1,147,623	\$817,200	\$203,426	\$44,446	\$82,551
Republic	\$0	\$0	\$0	\$0	\$0
Rice	\$23,029	\$9,575	\$0	\$1,217	\$12,237
Rooks	\$48,056	\$38,056	\$0	\$10,000	\$0
Rush	\$12,900	\$12,900	\$0	\$0	\$0
Russell	\$79,600	\$0	\$67,000	\$12,600	\$0
Saline	\$224,445	\$92,382	\$53,131	\$63,838	\$15,093

	\$25,000	\$25,000	\$0	\$0	\$
Seward	\$80,788	\$2,500	\$47,200	\$888	\$30,200
Sheridan	\$15,056	\$56	\$15,000	\$0	\$0
Sherman	\$91,639	\$56	\$80,333	\$11,250	\$0
Smith	\$15,000	\$0	\$15,000	\$0	\$0
Stafford	\$47,575	\$75	\$27,500	\$20,000	\$0
Stanton	\$0	\$0	\$0	\$0	\$0
Stevens	\$28,800	\$0	\$0	\$0	\$28,800
Sumner	\$71,067	\$1,525	\$50,342	\$0	\$19,200
Thomas	\$7,616	\$56	\$0	\$7,560	\$0
Trego	\$8,147	\$56	\$8,091	\$0	\$0
Wallace	\$8,216	\$56	\$0	\$0	\$8,160
Wichita	\$16,722	\$0	\$15,000	\$1,722	\$0

\$4,346,458 TOTAL EDIF DISTRIBUTION WEST OF HIGHWAY 81
19.747% PERCENT OF TOTAL DISTRIBUTION WEST OF HIGHWAY 81

\$22,011,255 TOTAL EDIF DISTRIBUTION FY 1991 – FY 1994

**HYPOTHETICAL
REGIONAL
DISTRIBUTION(BY POPULATION PERCENTAGE)**

\$3,697,891 POPULATION PERCENTAGE 16.8% WEST OF HIGHWAY 81
\$18,313,364 POPULATION PERCENTAGE 83.2% EAST OF HIGHWAY 81

**ACTUAL
REGIONAL
DISTRIBUTION**

\$4,346,458 WEST OF HIGHWAY 81
\$17,664,797 EAST OF HIGHWAY 81