

Approved: March 7, 1995  
Date

## MINUTES OF THE SENATE COMMITTEE ON COMMERCE.

The meeting was called to order by Chairperson Alicia Salisbury at 8:00 a.m. on February 28, 1995 in Room 123-S of the Capitol.

Members present: Senators Salisbury, Burke, Downey, Gooch, Harris, Kerr, Petty, Ranson, Reynolds, Steffes and Vidricksen.

Committee staff present: Lynne Holt, Legislative Research Department  
Bob Nugent, Revisor of Statutes  
Betty Bomar, Committee Secretary

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

Others attending: See attached list

### **Confirmation hearing on Gary Sherrer, Secretary, Department of Commerce and Housing**

Gary Sherrer advised the Committee the different positions he has held in the private sector and the involvement he has had with economic development programs provides him with the knowledge to understand the complexity of the number of programs under the Department of Commerce and Housing. Mr. Sherrer expressed the belief that programs should be measured in results and not the amount of activity. It is necessary that the programs be scrutinized to determine how well they are delivered, and to blend the programs in order to alleviate the duplication and fragmentation that presently exists. The Department must coordinate its efforts with communities to determine those communities who do not have the resources are able to be as well served in the area of economic development as those communities with large resources, to create the critical mass that will make an impact and to ensure continued community effort.

Mr. Sherrer stated it is necessary the economic development strategy established a decade be revisited to determine where changes should be made, what is working and what is not. Those programs not producing results should be modified or dissolved. There should be a means by which each program can be measured as to its results. He discussed the money derived from the lottery and advised that a large percentage of the money received is put into human capital: grants to Regent institutions, vo-tech and community colleges and to workforce training programs. The money should be utilized for economic development that can be measured in jobs and increased wealth, and it is necessary that the Department do a better job of marketing its programs and objectives.

Senator Kerr inquired of Mr. Sherrer his intentions relating to independent quasi public institutions such as Kansas, Inc. and KTEC which are governed by a board of directors, are more nimble and able to react more responsively. Mr. Sherrer stated it was his intention to review all the programs to determine those whose results can be measured. He further referred to the Oklahoma Commerce Department whose budget is a block grant rather than fragmented like that in Kansas and could allow the Kansas Department to be more "nimble"

Mr. Sherrer, in responding to a question from Senator Steffes, stated his desire to work more closely with the Extension Service in an effort to move Kansas to an agri-business State and not simply an agri-products State. There is a great potential, and it is necessary to utilize all resources available to commence this type of a business. It is necessary that Kansas lead the region in its job growth, its level of training and utilizing its human resources.

Mr. Sherrer concluded that he takes the position and this confirmation hearing very seriously, that it is an honor to have been appointed; and he looks forward to serving the Department and the Governor.

Upon motion by Senator Steffes, seconded by Senator Reynolds, the Minutes of the February 24, and February 27, 1995 meetings were unanimously adopted.

The Committee adjourned at 8:45 a.m.

The next meeting is scheduled for Tuesday, March 7, 1995.

