

Approved: January 23, 1996
Date

MINUTES OF THE HOUSE COMMITTEE ON ECONOMIC DEVELOPMENT.

The meeting was called to order by Chairperson Barbara P. Allen at 3:30 p.m. on January 11, 1996 in Room 423-S of the Capitol.

All members were present except: Rep. Nancy Kirk - excused
Rep. Kenneth King - excused
Rep. Greg Packer - excused
Rep. Broderick Henderson - excused

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

Conferees appearing before the committee: Rich Bendis, President, Kansas Technology Enterprise Corporation

Others attending: See attached list

Richard Bendis, President, Kansas Technology Enterprise Corporation, gave a slide presentation on National Economic/Technology Trends, Economic Overview and State of the Kansas Economy; outlining grant programs, funding sources, and results (Attachment 1).

The minutes of January 10 were distributed and approved.

The meeting adjourned at 4:25 p.m.

The next meeting is scheduled for January 16, 1996.

HOUSE ECONOMIC DEVELOPMENT COMMITTEE
GUEST LIST

DATE: Thursday January 11, 1996

NAME	REPRESENTING
Alan Weis	KTEC
Lori Rost	KTEC
Cindy Diehl	KTEC
ERIC SEXTON	WSCU
Jimmy Chuck	Oakland Park Chamber of Commerce
Kevin Carr	KTEC



Presentation to

House Committee on Economic Development
January 11, 1996
by
Richard A. Bendis, President
Kansas Technology Enterprise Corporation

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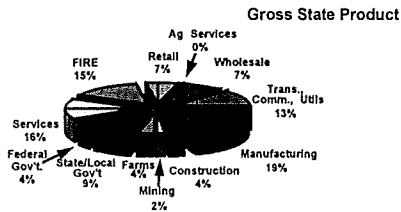
National Economic/Technology Trends

20th Century	⇒	21 Century
Defense Spending	⇒	Defense Conversion
Fortune 500 Growth	⇒	Downsizing/Increased Productivity
Basic/Applied Research	⇒	Directed Research
Phones, Fax, Computer	⇒	Internet/Electronic Communication
Local Networking	⇒	Global Networking
Technology Evolution	⇒	Formal Commercialization Process
Smoke-Stack Chasing	⇒	Return on Investment/Accountability

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State of the Kansas Economy



Source: Kansas Inc. 1993 Annual Report

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Economic Overview

Kansas is a small business state:

- 73,716 businesses in the state
- 64,888 of those have 19 or fewer employees
- Only 161 companies have more than 500 employees

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Economic Overview

- Small businesses are critical to Kansas
- Technology-based businesses are premium economic development targets for all states
- Every state has created some type of science and technology economic development infrastructure

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Economic Overview

How does Kansas rate?

- Legislature has made a commitment to science and technology infrastructure over past 12 years
- Investment of EDIF funds has grown slowly, based on positive economic impact of KTEC programs

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*Economic Development
January
Attachment 1*

Economic Overview

Kansas is

- 12th in 3-year spending rate
- 8th in spending per capita for Science and Technology
- 32nd in population

Nebraska is

- 13th in 3-year spending rate
- 3rd in spending per capita
- 36th in population

Oklahoma is

- 28th in population
- 17th in spending per capita
- 16th in 3-year spending rate

*Statistics from the Birkbeek compendium. © KTEC 1996

Economic Overview

Kansas is now recognized as one of the leading states in the U S with a comprehensive science and technology and commercialization infrastructure which can support technology through every stage of evolution.

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Kansas the Land of Opportunity

Kansas and Kansans have traditionally relied upon their own initiative to be successful. We are not a state that has access to federal laboratory to enhance research and commercialization capabilities.

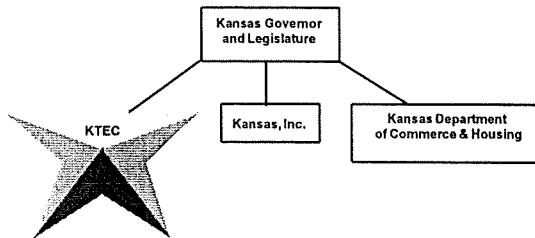
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KTEC History



- 1983 Kansas Advanced Technology Commission (KATC)
Established within the Department of Economic Development
 - 1986 Kansas Technology Enterprise Corporation (KTEC)
Created by the Kansas Legislature; established as a state-owned corporation
 - 1987 KTEC became operational
- © KTEC 1996

Kansas Economic Development Organizations



KTEC Mission:

“To create, grow and expand Kansas enterprises through technological innovation.”

“Maximizing return on invested assets”

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KTEC KTEC Goals

- Stimulate the creation and commercialization of innovative technologies.
- Develop and sustain the customer-driven delivery system for long-term return on public investment and economic growth.
- Improve the competitive research and development capacity of Kansas universities and corporations.
- Create new and/or high wage, high skilled job opportunities.
- Make small-to-medium manufacturers competitive in the global economy.
- Build a comprehensive financial network that is willing to invest in technology-based Kansas businesses at each stage of development.

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KTEC Board of Directors

Chairman, Bruce Peterman, Wichita
 Susan Bittel, Ellis
 Dr. Othello Curry, Wichita
 Rep. George Dean, Wichita
 Sec. Allie Devine, Topeka
 Sen. Paul Feleciano, Jr., Wichita
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 Sen. Dave Kerr, Hutchinson
 Rep. William Mason, Eldorado
 Dr. Howard Mossberg, Lawrence

Doyle Rahjes, Agra
 Kurt Saylor, Sabetha
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 Vice Chairman, Lloyd Silver, Jr., Mission Hills
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 Dr. Gale Simons, Manhattan
 Dr. F. Victor Sullivan, Pittsburg
 Tracy Taylor, Kansas City
 Dr. William J. Wilhelm, Wichita

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KTEC Funding

- KTEC's funding is 100% from the Economic Development Initiatives Fund (EDIF) = proceeds from the Kansas Lottery and pari-mutuel racing revenues.
- KTEC receives no money from the State General Fund.

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KTEC FY '96 Budget

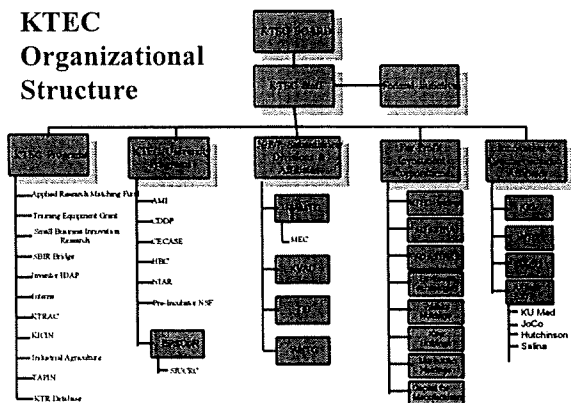
- All state funding is from EDIF

Program funding	\$16,789,737	93.4%
Operations	\$ 1,195,631	6.6%
Total	\$ 17,985,368	100%

KTEC	16
KVAC	2
MAMTC	15
Total	33

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KTEC Organizational Structure



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Successful leveraging

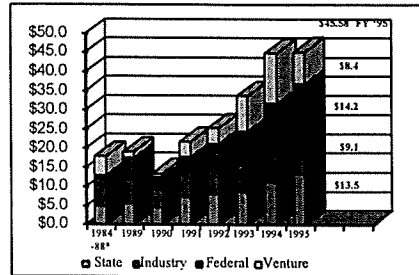
- 1995 Activities
 - \$13.5 million in state funding
 - \$9.1 million in industry funding
 - \$14.2 million in federal funding
 - \$8.35 million in venture capital funding
 - \$.4 million in institutional funding
- Total investment: \$45.58 million
- Leverage 2.7:1

KTEC Successful return on investment

- 1995 Results
 - \$48.7 million in increased sales
 - 17 company start-ups
 - 1,226 jobs created
 - 1,236 industry employees trained
 - 23 new technologies
 - 4 patents issued
 - 520 inventors assisted

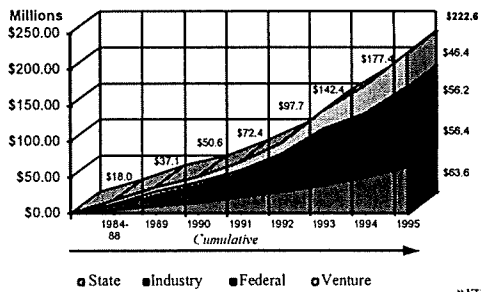
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KTEC Leveraged Funding by Fiscal Year in Millions of Dollars



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KTEC Kansas Technology Enterprise Corporation Sources of Funding, FY 1984-1995



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KTEC Successful leveraging 1984-95

- \$63.2 million in state funding
- \$56.2 million in industry funding
- \$46.4 million in federal funding
- \$44.8 million in venture capital funding
- \$1.12 million institutional funding
- Total investment \$223.7
- Significant leveraging of Kansas' investment

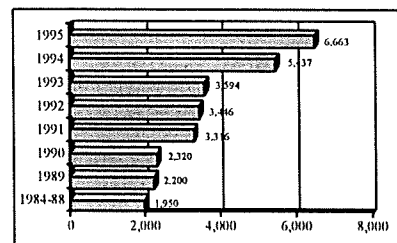
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KTEC Successful return on investment 1984-95

- \$167.1 million in increased sales
- 131 company start-ups
- 6,663 new jobs created
- 7,878 industry employees trained
- 275 new technologies
- 103 patents issued
- 967 inventors assisted

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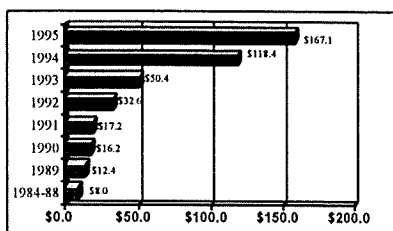
KTEC Cumulative Jobs Created or Saved through KTEC Programs



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Cumulative Increased Sales Reported by Companies Associated with KTEC in Millions of Dollars



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Return on Investment (ROI)

• ARMF Royalty Payments

Abrasive Cleaning Systems	Lenexa	\$4,589.09
Agri-Technology	Winfield	\$135,713.22
American Marine Drives	Dodge City	\$32,139.70
Devore Systems	Manhattan	\$5,000.00
Fiber Dynamics	Wichita	\$13,876.63
Galaxy Audio	Wichita	\$3,938.64
Moss Sales & Service	Salina	\$2,025.00
Overhead Camera	Wichita	\$300.00
Phoenix Group	Pittsburg	\$765.00
Royal Tractor	Industrial Airport	\$5,000.00
Sutherland Engineering	Lawrence	\$4,898.14
Valley Audio	Merriam	\$6,506.15
13 companies		\$214,779.74

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Return on Investment (ROI)

• Ad Astra Fund Distributions

- AgriTechnology \$330,800.00
- Allen Information \$4,459.00
- BioCore \$27,564.00
- Total \$362,823.00

Agri-Tech: \$235,000; Allen: \$100,000; BioCore: \$250,000

- buy-out agreement negotiated with BioCore to purchase Ad Astra's equity interest for \$2.5 million over the next three years. Ad Astra also will receive a 16% equity position in the newly formed BioVet, Inc. with no new Ad Astra capital investment.

• Miscellaneous fees

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KTEC Equity Portfolio

- Ad Astra Fund I
 - 8 companies
- Ad Astra Fund II
 - 11 companies
- Wichita Holdings, Inc.
- Kaw Holdings, Inc.
- Manhattan Holdings, Inc.
- KVAC Holdings, Inc.

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KTEC Holdings, Inc. Investments

- Ad Astra Fund I L.P.
- Ad Astra Fund II L.P.
- Technology Partners, G.P.
- Kaw Holdings, Inc.
- Manhattan Holdings, Inc.
- Wichita Holdings, Inc.
- KVAC Holdings, Inc.
- Sunflower Technology Ventures, L.P.
- KTEC Systems (being created)
- Data Discovery Inc.

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KTEC Accountability

- Technical review of all projects prior to funding
- KTRAC (internal tracking system)
- Projects receive funding per milestones and as reimbursement per approved expenditures
- Quarterly economic development impact statements
- On-site progress audits
- Annual external audit
- Annual reports to the Governor and Legislature

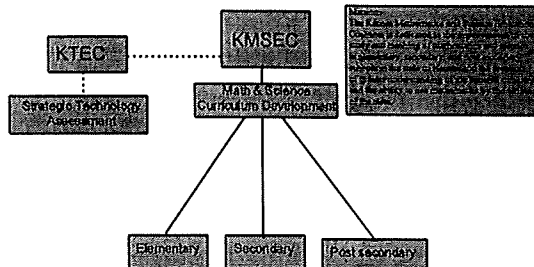
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KTEC Strategic Technologies for Kansas

- Biotechnology
Medical Technologies
- Materials
- Communications
Software and Toolkits
- Aerodynamics
Avionics and Controls
Propulsion and Power
- Agriculture and Food Technologies
- Discrete product manufacturing
- Alternative energy

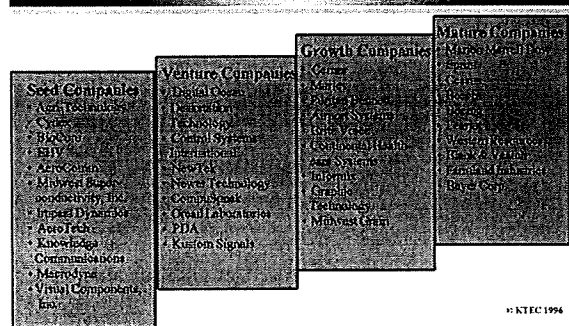
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KTEC KMSEC Connection

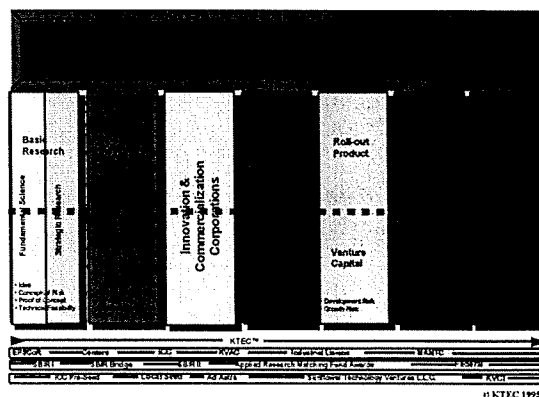


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KTEC Kansas Has A History of Supporting Technology-Based Companies



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KTEC Grant Programs

Applied Research Matching Fund

KTEC™ finances academic/industry research which leads to new or improved products.

The state, through KTEC™, funds 40% of the cost of research while the participating company funds 60% of the project. If the product becomes commercially successful, KTEC™ receives a royalty on product sales.

In FY 1985 - 1995 KTEC

- » awarded 348 ARMs
- » 199 projects were completed
- » royalties in the amount of \$214,779 have been received

Royalty relationships exist with 108 companies on 144 projects.

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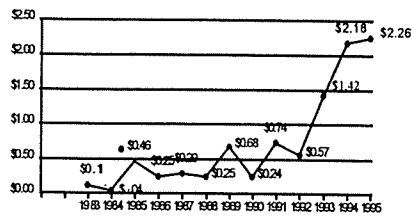
KTEC Small Business Innovation Research (SBIR)

- Grants support proposal preparation for Federal Small Business Innovation Research Awards, including visits to Federal agencies to evaluate collaborative efforts.
- SBIR Bridge Funding--Loans up to \$50,000 to companies receiving Phase II federal grants to commercialize research.

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KTEC Kansas SBIR Awards

\$M's



Note: Calendar year rather than fiscal year. Through June 30, 1995

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KTEC Grant Programs

• Training Equipment Grants

Matching monies awarded to two-year academic institutions for the purpose of providing advanced equipment for workforce training.

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KTEC Grant Programs

Training Equipment Grants

- | | |
|--|---------------------------------------|
| 1996--Salina Area Vo-Tech School | 1994--Hutchinson Community College |
| 1996--Hutchinson Community College | 1994--Wichita Area Vo-Tech School |
| 1996--Northwest Kansas Technical School | |
| 1996--Pratt Community College | 1993--Cowley County Community College |
| 1995--Wichita Area Vo-Tech School | 1993--Fl. Scott Community College |
| 1995--Kansas City Kansas Community College | 1993--Pratt Community College |
| 1995--Pratt Community College | 1993--Wichita Area Vo-Tech School |

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KTEC Grant Programs

Training Equipment Grants

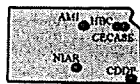
- | |
|--|
| 1992--Garden City Community College |
| 1992--Hutchinson Community College |
| 1992--Wichita Area Vocational Technical School |
| 1991--Wichita Area Vocational Technical School |
| 1991--Garden City Community college |
| 1991--Cowley County community College |
| 1989--Neosho County Community College |
| 1989--Wichita Area Vocational Technical School |
| 1989--Kansas City Kansas Community College |
| 1989--Garden City Community College |

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KTEC Centers of Excellence

University-based research centers providing product development, seminars, basic and applied research, consulting, networking and training.

Each Center has its own technology focus as well as a biannual review by a panel composed of nationally-recognized technical experts who match the technology expertise of the Center.



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KTEC Centers of Excellence

Advanced Manufacturing Institute
Kansas State University
AMI
Manufacturing Learning Center
MLC

Improve manufacturing with areas of specialization including automated and flexible manufacturing and assembly systems, process planning, and processing of engineering materials.

Center for Design, Development and Production
Pittsburg State University
CDDP

Focus is on the research, testing and development of plastic/polymers and printing processes.

Center of Excellence in Computer-Aided Systems Engineering
University of Kansas
CECASE

Mission is to assist Kansas companies with computer-aided analysis and design of advanced engineering systems

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Centers of Excellence

Higuchi Biosciences Center
University of Kansas
HBC

Pre-clinical drug delivery, drug development, drug testing and research are the strengths of this center.

National Institute for Aviation Research
Wichita State University
NIAR

Research and technology transfer in the areas of advanced materials, aerodynamics, avionics, composites and cryogenics

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State/Industry/University Cooperative Research Center

Aircraft Design and Manufacturing Center

Mission:
to join the resources of state government, industry and the National Science Foundation in specialized, university-based research centers with end goals of technology transfer, commercialization and economic benefit.

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State/Industry/University Cooperative Research Center

Partners:

National Institute for Aviation Research at
Wichita State University
Engineering departments at the University of
Kansas, Kansas State University, and Pittsburg
State University
Kansas Aircraft Manufacturers

Other private sector partners include: Cessna
Aircraft, Raytheon-Beech, both of Wichita

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State/Industry/University Cooperative Research Center

Areas of focus:

- Innovative Application of Shape Memory Alloys for Leading Edge Deicing
- Integrated Design Approach to Aircraft Interior Noise Reduction
- Fatigue Analysis Software for Aircraft Design
- Advance Sheet Metal Manufacturing
- Automation of Manual Riveting Processes
- Variability Reduction in Manufacturing
- Dimensional Control Systems for Improvement of Product Design, Fabrication and Quality
- Thermoform Tooling for Plastic Aerospace Components

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Experimental Program to Stimulate Competitive Research (EPSCoR)

Program to improve Kansas' success in competing for federal research and development funding, in addition to assuring access to quality education in science and engineering.

EPSCoR also enhances interaction and cooperation in research and technology development among universities, state government, and industry in EPSCoR states.

\$1 : \$1 Match Required

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Experimental Program To Stimulate Competitive Research (EPSCoR)

- 1980- Arkansas
Maine
Montana
South Carolina
West Virginia
- 1986- Alabama
Kentucky
Nevada
North Dakota
Oklahoma
Puerto Rico
Vermont
Wyoming
- 1989- Idaho
Louisiana
Mississippi
South Dakota
Kansas
- 1992- Nebraska



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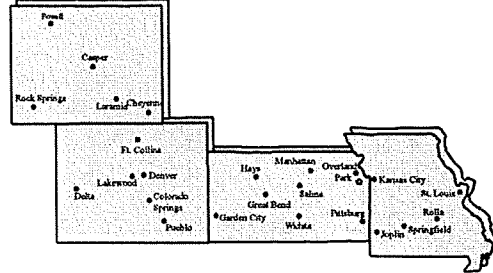
Mid-America Manufacturing Technology Center (MAMTC)

- Mission is to improve the technical capabilities of existing small manufacturers by providing engineering, consulting and other technical assistance.
- MAMTC was established by an award from the National Institute of Standards and Technology (NIST), which is a division of the Federal Department of Commerce.
- MAMTC is a subsidiary of KTEC and receives state funding in order to leverage federal and industry funding.

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MAMTC Region



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Kansas Value Added Center

- Organized to enhance agricultural, economic and rural revitalization by promoting the growth of value-added processing of food and non-food items.
- KVAC has a for-profit seed fund which will assist in commercializing the most attractive value-added projects in Kansas.
- KTEC currently manages the Industrial Agriculture grant program and the KVAC Seed Capital Fund.

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Industrial Liaison

- Originally created to retain and expand Kansas businesses, the liaison mission has expanded to assist any size firm, including start-ups, in identifying and solving technical problems, new product development, grant proposal preparation, and research and development strategic planning.
- Two offices:
 - Tech-Industry Consultants (TIC), Lenexa
 - Western Kansas Technology Corporation (WKTC), Great Bend, Garden City, Hays

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Kansas Integrated Commercialization Information Network (KICIN™)

Problem:	Disparity of Access to Economic Development Information
Remedy:	Web of 200 "virtual satellite offices" using internet and the Information Network of Kansas (INK) as delivery tool for inter-active economic development information exchange.
Implementation:	Placement of personal computers and staff training at public libraries, SBDC's, and approximately 200 "economic extension offices". (Represented in each Kansas county)
Kick-off:	September 11, 1995 Use: 20,691 accesses in 1,015 sessions through Dec. 1995 Accessed from more than 35 countries.

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Kansas Integrated Commercialization Information Network (KICIN™)

Partners:	KTEC Center for Excellence in Computer-Aided Systems Engineering Information Network of Kansas Kansas State Library System School Library and Information Management at Emporia State University Kansas Department of Commerce & Housing Kansas Inc. Kansas Rural Development Council
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Innovation and Commercialization Corporations

- Public-private entrepreneurial partnerships in which managerial, financial and research capabilities are uniquely combined to assist start-up companies and transfer new technologies to the marketplace.

501(c)3 Corporations include:

- » Kansas Innovation Corporation (KIC), Lawrence
- » Mid-America Commercialization Corporation (MACC), Manhattan
- » Wichita Technology Corporation (WTC), Wichita

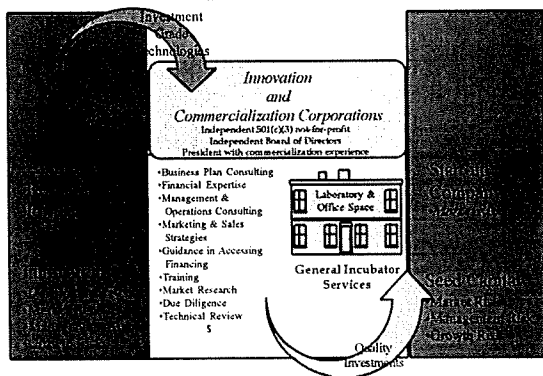
» Affiliate ICCs: KU Med Center, Salina, Hutchinson, KTEC 1996

Innovation and Commercialization Corporations

- Each Commercialization Corporation has developed a for-profit holding company to make seed capital investments.
- These are called:
 - Kaw Holdings, Inc., Lawrence
 - Manhattan Holdings, Inc., Manhattan
 - Wichita Holdings, Inc. Wichita
- New, for-profit seed funds: JoCo Business Tech Center; Hutchinson, KU Med Center

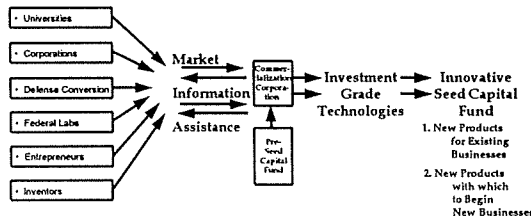
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ICC's Expand the Life Cycle

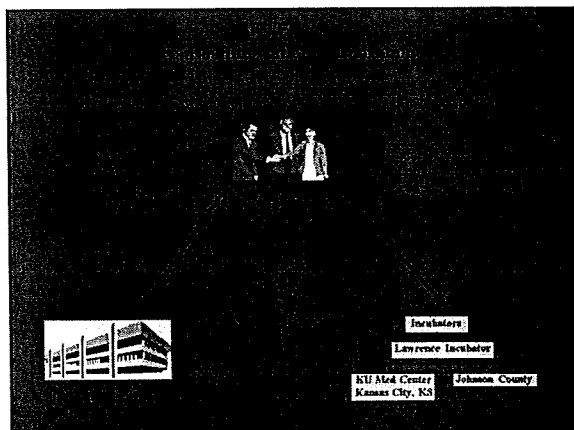


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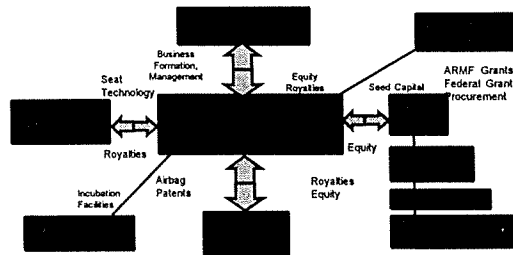
Sources of Technologies



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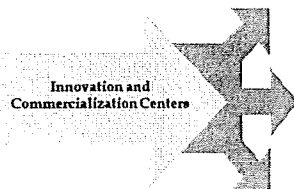


Commercialization Network Example



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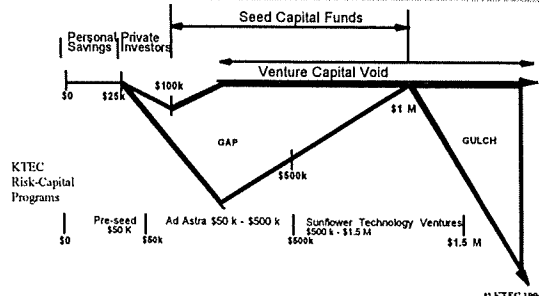
RESULTS



- Directed Research
- Reduce Risk
- Reduce Investment
- Increase Opportunities
- Increase Success
- Equity Appreciation
- Return on Investment

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The Venture Capital Gulch



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Ad Astra Fund I and II History

- A private limited partnership, financed in part by the state;
- Provides seed capital money to start-up or early stage technology-oriented companies;
- Ad Astra I created in 1988 with \$1.8 million from the state and \$700,000 from private investors;
- In FY 1994 and FY 1995, an additional \$3.0 million was appropriated by the legislature for the creation of Ad Astra Fund II. This has been leveraged with another \$1.0 million from private investors.

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Ad Astra Fund I Portfolio

- **BioCore, Inc., Topeka**
new applications using collagen
- **Cypress Systems, Inc., Lawrence**
electrochemical instrumentation for scientists
- **Janus Technologies, Inc., Lenexa**
manufacture and market clinical chemistry reagents
- **Interactive Concepts, Inc., Lawrence**
software products developed for universities
- **Midwest Superconductivity, Inc., Lawrence**
marketing a patented superconductive material

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Ad Astra Fund I Portfolio

- **Novatech, Inc., Kansas City**
computer-based data acquisition and control systems
- **Oread Laboratories, Inc., Lawrence**
research of pharmaceutical products
- **3D Biomedical Imaging, Inc., Shawnee**
software system for three-dimensional reconstruction and visualization

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Ad Astra Fund II Portfolio

- **CyDex, L.C., Overland Park**
patented technology that solubilizes various compounds
- **Janus Biomedical, Inc., Overland Park**
manufacture and market clinical chemistry reagents
- **AeroComm, Inc., Lenexa**
wireless printer sharing product
- **Macrodyne, Inc., Wichita**
commercializing products which support risk management, cost containment, etc.
- **EHV Corporation, Manhattan**
electric vehicle development
- **Star Transportation, Inc., Englewood, Co.**
new generation wheel for golf carts

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KTEC Ad Astra Fund II Portfolio

- **Agri-Technology, Inc., Winfield**
Bi-Rotor combine for agricultural market
- **Knowledge Communication, Inc., Wichita**
marketing CD-ROM applications for training and other areas
- **Impact Dynamics, Inc., Wichita**
developing aviation technologies for airbags and new seats
- **IEM, Inc., Manhattan**
electronics development/manufacturing of SmartCard technology
- **Hybrids International, Ltd., Lenexa**
circuit components for computers

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KTEC Agri-Technology L.P.

- Initial research on bi-rotor cylinder started in 1989 with engineers at KSU utilizing \$14,114 grant from KTEC and \$26,818 in company resources
- Second grant with KTEC began August 1990 with \$56,236 to build threshing unit prototype; company match \$84,354
- Third Phase KTEC grant for \$100,000 for rough demonstration prototype development; company match \$175,804 (Jan. '92-Feb. '93)
- Final KTEC grant for \$20,000 started August 1993 for prototype modifications; \$35,300 company match
- Field testing of final prototype, June 1994
- Ad Astra Fund investment, Fall 1994
- Initial royalty payment, July '95
- Patent right purchased by John Deere, July 1995
- December 1995, Ad Astra Fund distribution to investors, 270% return

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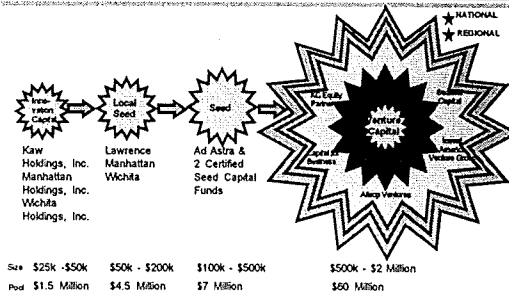
KTEC Sunflower Technology Ventures L.P.



- Established in 1995
- Co-manager, Richard A. Bendis
- \$3.3 M commitment from Kansas
- \$6.7 - 16.7 M min./max. to be raised from private investors (25% tax credit available)
- \$20-40 M additional potential leverage if SBIC License obtained (in process)
- Result = \$30-60 M Technology Fund for investment in Kansas and Midwest to fill final missing capital gap and provide continuity in funding to promising companies.

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KTEC Kansas Risk Capital Network



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KTEC Venture Capital Credits

- Summary of existing legislation
 - Income tax credits for investments in certified Kansas Venture Capital Companies
 - 25% of cash investment until used
 - Total of \$50 M available
 - Limit of \$10 M for KVC1
 - Limit of \$10 M to Ad Astra
 - \$30 M available to Private Certified VC
 - Credits expire Jan. 1, 1998

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KTEC Venture Capital Tax Credits

Current Status

	Total Available	Used as of 12/31/95	Balance
KVCI	\$10 M	\$6,582,791	\$3,417,209*
Ad Astra	\$10 M	\$ 742,418	\$9,257,582*
Private	\$30 M approx.	\$29,000,000	\$1,000,000
Total	\$50 M	\$36,325,209	\$13,674,791

* Excess

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Venture Capital Tax Credits

- Recommendations
 - Maintain \$50 M cap on tax credits available
 - Reinstate unused tax credits from KVIC and Ad Astra and make available to STV
 - Extend expiration date on remaining credits to Jan. 1, 2000
 - Limit private certified venture capital funds to the remaining \$1 M available to them

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KTEC Annual Report Recommendations

- Expand available tax credits
- Support federal leveraging efforts
- Develop integrated science & technology strategic plan
- Develop and implement Strategic Telecommunications Plan for Kansas

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SELECTIVE KTEC ACTIVITY - BUTLER, GREENWOOD, CHASE, SEDGWICK, COWLEY &
HARVEY COUNTIES

QUERY NAME LEGIS1996
LIBRARY NAME PRJTQRY

FILE	LIBRARY	MEMBER	FORMAT
PROJECT	TRACKDTA	PROJECT	PROJCTR
CLIENT	TRACKDTA	CLIENT	CLIENTR

DATE 01/11/96
TIME 13:17:19

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Prog.	ID	Client Name	City	County	Approved KTEC \$
ARM	179	Agri-Technology L.P.	Winfield	CL	14,114
ARM	208	Agri-Technology L.P.	Winfield	CL	56,236
ARM	400	Agri-Technology L.P.	Winfield	CL	20,000
ARM	293	American Water Purification, Inc.	Wichita	SG	34,115
ARM	126	Ametek, Inc.	Wichita	SG	60,000
ARM	191	Ametek, Inc.	Wichita	SG	75,532
ARM	159	Beech Aircraft Corporation	Wichita	SG	13,623
ARM	160	Beech Aircraft Corporation	Wichita	SG	8,000
ARM	228	Beech Aircraft Corporation	Wichita	SG	9,075
ARM	242	Beech Aircraft Corporation	Wichita	SG	14,900
ARM	249	Beech Aircraft Corporation	Wichita	SG	8,000
ARM	271	BMC America	El Dorado	BU	14,000
ARM	329	BMC America	El Dorado	BU	2,154
ARM	127	Boeing Military Airplane Company	Wichita	SG	16,601
ARM	138	Boeing Military Airplane Company	Wichita	SG	26,525
ARM	163	Boeing Military Airplane Company	Wichita	SG	21,305
ARM	167	Boeing Military Airplane Company	Wichita	SG	13,494
ARM	168	Boeing Military Airplane Company	Wichita	SG	13,774
ARM	169	Boeing Military Airplane Company	Wichita	SG	15,066
ARM	170	Boeing Military Airplane Company	Wichita	SG	13,333
	177	Boeing Military Airplane Company	Wichita	SG	10,510

g.	ID	Client Name	City	County	Approved KTEC \$
ARM	183	Boeing Military Airplane Company	Wichita	SG	24,493
ARM	220	Boeing Military Airplane Company	Wichita	SG	48,407
SBIR	150018	B&D Instruments and Avionics, Inc.	Valley Center	SG	4,263
ARM	297	Cardwell International, Ltd.	El Dorado	BU	9,676
ARM	434	Cardwell International, Ltd.	El Dorado	BU	100,000
SPJ	250045	Center for Entrepreneurship	Wichita	SG	5,000
SPJ	250062	Center for Entrepreneurship	Wichita	SG	5,000
COMM	500005	Center for Entrepreneurship	Wichita	SG	5,000
ARM	192	Cessna Aircraft Company	Wichita	SG	35,088
ARM	231	Cessna Aircraft Company	Wichita	SG	1,840
ARM	255	Coleman Outdoor Products, Inc.	Wichita	SG	7,953
TEG	50019	Cowley County Community College	Arkansas City	CL	45,000
TEG	50026	Cowley County Community College	Arkansas City	CL	42,500
ARM	471	Cytech	Wichita	SG	14,250
ARM	472	Cytech	Wichita	SG	49,313
ARM	399	Fiber Dynamics, Inc.	Wichita	SG	13,659
ARM	486	Fluid Drag Research (FRD)	Valley Center	SG	19,600
ARM	321	Gradient Force, Inc.	Valley Center	SG	14,000
ARM	337	Gradient Force, Inc.	Valley Center	SG	86,000
ARM	178	Hay and Forage Industries	Hesston	HV	9,332
	468	Hutterer Aircraft	Wichita	SG	5,000

Agency	ID	Client Name	City	County	Approved KTEC \$
ARM	461	Impact Dynamics, Inc.	Wichita	SG	70,660
ARM	485	Impact Dynamics, Inc.	Wichita	SG	19,957
ARM	490	Impact Dynamics, Inc.	Wichita	SG	76,608
SPJ	250058	Kansas Math & Science Coalition	Wichita	SG	11,445
SPJ	250069	Kansas Math & Science Coalition	Wichita	SG	5,640
ARM	466	Knowledge Communication, Inc.	Wichita	SG	16,340
ARM	473	Knowledge Communication, Inc.	Wichita	SG	72,520
SPJ	250057	Knowledge Communication, Inc.	Wichita	SG	35,000
IDAP	750001	Leo Johnson	Wichita	SG	480
ARM	408	LithoCraft Printing Systems	Andover	BU	7,283
ARM	379	Logic Data Systems	Bentley	SG	10,000
ARM	469	Multinational Trading Company	Wichita	SG	12,000
REG	100008	NAT'L INSTITUTE FOR AVIATION RES.	Wichita	SG	298,080
SPJ	250031	NAT'L INSTITUTE FOR AVIATION RES.	Wichita	SG	30,000
CSPJ	300007	NAT'L INSTITUTE FOR AVIATION RES.	Wichita	SG	74,772
CSPJ	300012	NAT'L INSTITUTE FOR AVIATION RES.	Wichita	SG	40,000
CSPJ	300016	NAT'L INSTITUTE FOR AVIATION RES.	Wichita	SG	77,000
ARM	134	NCR Corporation	Wichita	SG	14,849
ARM	189	NCR Corporation	Wichita	SG	33,063
ARM	373	Overhead Camera Systems, Inc.	Wichita	SG	14,969
	460	Pelleting Concepts International	Wichita	SG	31,667

g.	ID	Client Name	City	County	Approved KTEC \$
ARM	470	Precision Built Systems Inc.	Derby	SG	19,602
ARM	475	Precision Built Systems Inc.	Derby	SG	79,020
ARM	497	Precision Built Systems Inc.	Derby	SG	90,000
ARM	158	Precision Pattern Incorporated	Wichita	SG	7,878
ARM	481	ReLight America, Inc.	Wichita	SG	19,200
SBIR	150058	Ross Aviation Associates, Inc.	Sedgwick	HV	2,500
SBIR	150065	Waste Resource Recovery, Inc.	Wichita	SG	2,500
SBIR	150076	Waste Resource Recovery, Inc.	Wichita	SG	3,500
TEG	50003	Wichita Area Vo-Tech School	Wichita	SG	70,483
TEG	50017	Wichita Area Vo-Tech School	Wichita	SG	60,000
TEG	50023	Wichita Area Vo-Tech School	Wichita	SG	62,000
TEG	50032	Wichita Area Vo-Tech School	Wichita	SG	42,500
TEG	50034	Wichita Area Vo-Tech School	Wichita	SG	75,000
TEG	50036	Wichita Area Vo-Tech School	Wichita	SG	70,000
COMM	500015	Wichita Holdings, Inc.	Wichita	SG	100,000
COMM	500022	Wichita Holdings, Inc.	Wichita	SG	100,000
REG	100023	WICHITA STATE UNIVERSITY	Wichita	SG	171,000
REG	100024	WICHITA STATE UNIVERSITY	Wichita	SG	10,000
REG	100026	WICHITA STATE UNIVERSITY	Wichita	SG	52,066
SPJ	250012	WICHITA STATE UNIVERSITY	Wichita	SG	25,000
	250051	WICHITA STATE UNIVERSITY	Wichita	SG	3,000

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g.	ID	Client Name	City	County	Approved KTEC \$
SPJ	250013	Wichita State University Libraries	Wichita	SG	52,000
COMM	500001	Wichita Technology Corporation	Wichita	SG	200,000
COMM	500009	Wichita Technology Corporation	Wichita	SG	50,000
COMM	500014	Wichita Technology Corporation	Wichita	SG	200,000
COMM	500021	Wichita Technology Corporation	Wichita	SG	200,000
ARM	436	X-Flex Corporation	Wichita	SG	4,422
FINAL TOTALS					
TOTAL					3,729,735
COUNT					90

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