

MINUTES OF THE SENATE COMMITTEE ON COMMERCE.

The meeting was called to order by Chairperson Senator Karin Brownlee at 8:15 a.m. on February 14, 2002 in Room 123-S of the Capitol.

All members were present except: Senator Brungardt (Excused)
 Senator Jordan (Excused)
 Senator Kerr (Excused)

Committee staff present: April Holman, Legislative Research
 Deb Hollon, Legislative Research
 Sherman Park, Revisor of Statues

Conferees appearing before the committee: Lt. Governor Sherrer, Department
 Commerce & Housing
 Steve Kelly, Director KDOCH
 David Moore, KDOCH

Others attending: See attached list

Lt. Governor Sherrer appeared before the committee to introduced the Kansas Department of Commerce Housing Staff that handles the primary incentive programs KEOIF/KEIEP and the training programs.

Steve Kelly, Director KDOCH presented an overview of the primary incentive programs KEOIF/KEIEP (Attachment 1). The KDOCH incentive programs KEOIF/KEIEP are designed for potential new businesses or existing businesses that want to expand. Mr. Kelly summarized how information is presented to a client company or a consultant that the Department of Commerce and Housing is working with. The KEOIF/KEIEP programs provide funding through the lottery that allows the KDOCH to have direct financial impact on projects. The project might be a situation where there is an infrastructure problem or a piece of equipment the company would like to see in place that they may not have the ability to pay for. The loans are performance based grants structured to give in return a promised set of performance guidelines.

Steve Kelly presented information on the Enterprise Zone and the High Performance Incentive Programs. The Enterprise Zone Program is available statewide but in rural counties the incentives are enhanced. The rural counties must have in place an economic development plan. If the rural counties meet the requirements, they are certified as enhanced rural enterprise areas which would allow them to offer additional benefits to companies that locate in their area. The High Performance Incentive Program was fostered by Kansas Inc and is an effort to award companies that are high paying in comparison to their industry. The advantage of the High Performance Incentive Program over the Enterprise Zone Program is the investment tax credit is enhanced as opposed to a 1% investment tax credit with Enterprise Zone, the HPIP provides a 10% tax credit after the first \$50,000 of investment.

David Moore, Director Workforce Training presented an overview on the following four training programs: 1) Kansas Industrial Training (KIT) Program; 2) Kansas Industrial Retraining (KIR) Program; 3) Training Equipment Grants (TEG) Program; and 4) Investments in Major Projects and Comprehensive Training (IMPACT) Program (Attachment 2). The source of funding for IMPACT workforce training is financed through public purpose tax exempt bonds that are issued by the finance authority. The bonds are retired indirectly through revenue received from Kansas withholding taxes paid by jobs that are created or retrained in a specific project. Bonds are issued as needed to finance programs so it is not subject to annual appropriation as are the KIT, KIR and TEG programs. Program compliance for KIT, KIR and TEG work on a reimbursement basis if jobs are created or there is evidence that jobs are being retrained.

Meeting adjourned at 9:30 a.m.

The next meeting is scheduled for February 15, 2002 at 8:00 a.m.

CONTINUATION SHEET

MINUTES OF THE SENATE COMMITTEE ON COMMERCE at on February 14, 2002 in Room 123-S of the Capitol.

**SENATE COMMERCE COMMITTEE
GUEST LIST**

DATE: February 14, 2002

NAME	REPRESENTING
DAVID MOORE	KDOCH
DAVID BYBEE	KDOCH
FRED SCHWITEN	KDOCH
Bernie Koch	Wichita Area Chamber
Steve Kelly	KDOCH

Kansas
Department of Commerce & Housing

KEOIF/KEIEP

Senate Commerce Committee
Feb. 14, 2002
Attachment 1-1

APPLICATION GUIDELINES

Kansas Economic Opportunity Initiatives Fund (KEOIF)

Kansas Existing Industry Expansion Program (KEIEP)

The following guidelines are provided to assist KEOIF and KEIEP applicants in the preparation of the information required for a project review and analysis. Additional information may be required on a case-by-case basis.

A **Letter of Request** from appropriate City or County officials must be directed to the Secretary of Commerce & Housing and should include, at a minimum, the following information:

- ◆ a brief history of the business;
- ◆ a narrative description the proposed project, including:
 - existing levels of employment and payroll (excluding benefits);
 - proposed levels of employment and payroll (excluding benefits);
 - a description of employee benefits available;
 - the proposed capital investment; and
 - a project time-line.
- ◆ a statement of the specific economic opportunity addressed by the project, i.e.:
 - the expansion of an existing Kansas enterprise, or
 - the potential location in Kansas of the operations of a major employer, or
 - the award of a significant grant which has a financial matching requirement, or
 - the departure from Kansas or the substantial reduction of the operations of a major employer, or
 - the closure of a major federal or state institution or facility.
- ◆ a summary of the potential financial and social impact of the project at a local/regional/state level and a discussion of the beneficiaries of the project;
- ◆ **evidence of local support from the city/county, local/regional economic development organizations, banks, and other local/regional businesses, etc.;** and
- ◆ **a summary of all sources of funding which have been committed, are being considered, or have been asked to participate in the project.**

Information to complete a **Cost/Benefit Analysis** must be included, using the form on the other side of these guidelines. Calculations will be completed by KDOC&H and returned for review.

For further information or assistance, contact the Business Development Division at 785/296-5298. Preliminary information may be FAXed to 785/296-3490 for review and comment.

Information required for KEIEP/KEOIF applications:

Company Name: _____
Company Contact/Title: _____
Contact Phone: _____
Contact FAX: _____
e-mail: _____
Company Address: _____
City/ST/ZIP: _____
FEIN Number: _____
Local Project Coordinator: _____
Organization: _____
Phone: _____
FAX: _____
e-mail: _____

Existing number of Kansas employees: _____
Current Payroll (w/o benefits): _____

Projected increase in number of new FT employees by year:

(Also, please indicate the number of anticipated households new to the State and the average number of school age children per household)

	New Employees	New Households/Students
New employees during Year 1 of project:	_____	_____
New employees during Year 2 of project:	_____	_____
New employees during Year 3 of project:	_____	_____
New employees during Year 4 of project:	_____	_____
New employees during Year 5 of project:	_____	_____

Projected payroll increase by year:

Increase in payroll for Year 1 _____
Increase in payroll for Year 2 _____
Increase in payroll for Year 3 _____
Increase in payroll for Year 4 _____
Increase in payroll for Year 5 _____

Current investment on tax rolls: _____

Projected new capital investment (total): _____

(Show investment by year, if applicable) Yr 1 _____ Yr 2 _____
Yr 3 _____ Yr 4 _____ Yr 5 _____

Brief statement regarding the use of the funds: _____

FORGIVENESS OF DEBT EXAMPLE

Assume an original loan of \$200,000 at 0.0% for a term of five years and the contract reads as follows:

2) **Forgiveness of Debt:** *The Borrower promises to create and maintain minimum employment and payroll levels in each of five (5) years as shown in the following schedule:*

	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>
Jobs	130	165	200	200	200
Payroll	\$3,900,000	\$4,950,000	\$6,000,000	\$6,180,000	\$6,365,400

Job figures reflect full-time positions only. Payroll is based on earnings taxable to the individual employee. The start of Year 1 will coincide with the final disbursement of these loan monies, but under no circumstance will it begin later than 12 months after the initial disbursement of these loan monies.

At each scheduled anniversary, the outstanding principal balance will be divided by the total number of current and remaining anniversary dates. The resultant amount and all interest accrued since the previous anniversary date will be forgiven if the scheduled job and payroll commitments have been met. However, in the event the facility is vacated during the term of this agreement, any principal and interest which has been forgiven will be repaid in accordance with item (17) below.

In the event of a technical default under this section, the Borrower has the right of appeal, if compelling evidence can be presented demonstrating that the default is the result of dramatic, unforeseen changes in economic or market conditions. In the event of an appeal, the Secretary will have the sole discretion to enforce the provisions as set forth in item (17) below.

17) **Default:** *This Agreement shall be considered in default:*

(A) *Upon any default or failure to properly perform under any clause in this Agreement (or the provisions of any security agreement(s) or mortgage documents which secure this Agreement).*

(i) *If, on the scheduled anniversary, job or payroll levels are below the minimums specified in item (2) of this Agreement, the following repayment is required within thirty (30) days:*

a) *job and payroll components will be weighted equally, so that a blended percentage of overall job and payroll accomplishment is determined; the outstanding principal balance will be divided by the number of current and remaining anniversary dates, with the resultant portion of the principal balance multiplied by the inverse of the blended percentage to produce the proportionate principal amount due, plus*

b) *interest accrued since the previously scheduled anniversary date will be multiplied by the inverse of the blended percentage to produce the proportionate amount of interest due.*

If the project has come to the third anniversary date and actual job creation and payroll reflects the following:

	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>
Jobs	130	165	175	Performance to be	
Payroll	\$3,900,000	\$4,950,000	\$5,550,000	determined in future	

The following calculations show how to determine the default payment that is due.

- \$40,000 principal and all accrued interest would have been forgiven in each of years 1 and 2, a total of \$80,000 in principal forgiven, since the job and payroll commitments were met
- 175 of 200 jobs created in year 3 gives an 87.5% jobs component $[(175/200) * 100]$
- An actual payroll of \$5,550,000 gives a payroll component of 92.5% $[(5,550,000/6,000,000) * 100]$
- Equal weight for the job and payroll components gives a blended percentage of 90.0% $[(87.5 + 92.5) / 2]$
- The inverse of the blended rate is 10.0% $[100\% - 90.0\%]$
- The remaining principal balance is \$120,000 (\$80,000 total forgiven in years 1 & 2)
- There are three (3) remaining anniversary dates, including the current anniversary date
- The proportionate amount of principal due is \$4,000 or $[(120,000 / 3) * (1.00 - 0.90)]$
- The proportionate amount of accrued interest due is the accrued interest times 10.0%

If you have further questions, please contact David Ross at (785) 296-5298.

LOAN AGREEMENT and PROMISSORY NOTE

This Loan Agreement and Promissory Note (the Agreement), effective [REDACTED], is entered into between the following parties:

Lender: Kansas Department of Commerce & Housing
Business Development Division
700 SW Harrison Street, Suite 1300
Topeka KS 66603-3712
Phone: (913) 296-3481; FAX: (913) 296-3490
Contact Person: Steve Kelly, Director, Business Development Division

Borrower: [REDACTED]
Phone: [REDACTED]; FAX: [REDACTED]
Contact Person: [REDACTED]
FEIN: [REDACTED]

WHEREAS, it has been determined by the Secretary of Commerce & Housing (Secretary) that an economic opportunity exists which warrants funding to secure economic benefits or avoid or remedy economic losses; and

WHEREAS, the Borrower has specified that this funding will assist with infrastructure improvements related to the expansion of the Borrower's worksite at [REDACTED]; and

WHEREAS, the Governor has, by approval of the Secretary's recommendation, authorized an expenditure of up to \$20,000 from the Fund for the purpose of making a loan to the Borrower under such terms and conditions as may be prescribed by the Secretary;

NOW THEREFORE, in consideration of the mutual promises, covenants and agreements, the parties agree as follows:

1) **Loan Amount and Terms:** Subject to the terms and conditions of the Agreement, the Lender hereby agrees to provide the Borrower with the principal sum of up to twenty thousand dollars (\$20,000) for a sixty (60) month period. Interest will accrue from the date of disbursement at the rate of zero percent (0.0%) per annum on the unpaid balance. Should a default occur, repayment of all principal and interest will be made immediately in accordance with the provisions shown below. The Borrower shall have the right to prepay any part or all of the unpaid principal and interest balance at any time without penalty. This loan is not transferable.

2) **Forgiveness of Debt:** The Borrower promises to create and maintain minimum employment and payroll levels in each of five (5) years as shown in the following schedule:

	Year 1	Year 2	Year 3	Year 4	Year 5
Jobs	55	75	75	75	75
Payroll	\$858,000	\$1,170,000	\$1,170,000	\$1,170,000	\$1,170,000

Job figures reflect full-time equivalent (FTE) positions only. One FTE is equal to 2080 hours earned per year, including vacation. Payroll is based on gross earnings taxable to the individual employee. The start of Year 1 will coincide with the final disbursement of these loan monies, but under no circumstance will it begin later than 12 months after the initial disbursement of these loan monies.

At each scheduled anniversary, the outstanding principal balance will be divided by the number of remaining anniversary dates. The resultant amount and all interest accrued since the previous anniversary date will be forgiven if the scheduled job and payroll commitments have been met. However, in the event the facility is vacated during the term of this agreement, any principal and interest which has been forgiven will be repaid in accordance with item (17) below.

In the event of a technical default under this section, the Borrower has the right of appeal, if compelling evidence can be presented demonstrating that the default is the result of dramatic, unforeseen changes in economic or market conditions. In the event of an appeal, the Secretary will have the sole discretion to enforce the provisions as set forth in item (17) below.

Funds must be drawn within ninety (90) days of the execution of this agreement by the Secretary. Without prior written permission from the Lender, funds not drawn within 90 days will be unencumbered by the Lender and any balance will not be available to the Borrower. It is the responsibility of the Borrower to assure that funds are drawn within this time period or that written permission of an extension has been obtained from the Lender.

3) **Availability of Loan Funds**: Disbursement of the loan proceeds from Lender to Borrower is made contingent upon the availability of funds appropriated for and deposited in the Fund. Further, loan monies will be disbursed from the Fund on a reimbursement basis when the Borrower submits to the Lender copies of invoices generated by the Borrower's suppliers in connection with the project activities outlined below.

4) **Collateral**: None is required under this Agreement.

5) **Mortgage/Security Agreement**: Not applicable.

6) **Insurance**: The Borrower agrees to provide and maintain at its own expense casualty and hazard insurance covering loss by fire or wind with extended coverage insuring all of the real estate, buildings, fixtures and improvements and all business machinery, equipment, furnishings and furniture at its [REDACTED] facility. Evidence of such coverage will be provided to the Lender. The total amount of the insurance policy shall be sufficient to pay all indebtedness to lien holders and other parties with an interest in this property, and pay the Lender the entire outstanding principal balance and accrued interest. The State of Kansas shall be named as a beneficiary on the insurance policy.

7) **Force Majeure**: In the event that operations at the worksite are impaired or suspended due to uncontrollable forces of nature, the Borrower will be given a reasonable period of time, as determined in the sole discretion of the Secretary, in which to reestablish any lost jobs. The term of this agreement will be extended by the length of this period, and no contractual penalty will be imposed on the company during this period.

8) **Release of Mortgage/Security Agreement**: Not applicable.

9) **Life Insurance**: Not applicable.

10) **Use of Funds**: The monies from this loan shall be used by the Borrower to assist with infrastructure improvements related to the expansion of the Borrower's worksite at [REDACTED].

11) **Services Provided to Borrower**: The Lender is not obligated to provide any services to the Borrower other than those specified in the Agreement.

12) **Related Contracts**: The Borrower shall provide copies of all contracts entered into by the Borrower for activities covered by the loan monies.

13) **Period of Performance**: The Borrower may be reimbursed with loan funds for expenses incurred prior to the date of this Agreement, if they were made in connection with activities defined in item (10) above.

Activities will terminate when all conditions of the Agreement have been met within any specified time frames, or by mutual consent of all parties to the Agreement, or when a default situation arises, unless the Lender chooses not to terminate the Agreement.

14) **Financial Management**: Borrower shall keep accounting records in conformance with generally accepted accounting principles, and make such records and all related reports, files, documents and other papers pertaining to the funds provided under this Agreement available for audits, examinations and monitoring if requested by Lender; such records will be retained for a period of three (3) years after termination of the loan period or repayment of the debt in full. The accounting system used by the Borrower shall clearly establish records of budgets and expenditures for the activities funded with the loan monies.

15) **Monitoring**: A random audit, or audits, may be conducted by the Lender, or a designated representative of the Lender, to assure accountability of loan expenditures and examine the status of any machinery and equipment acquired with this KEIEP funding.



Following the period of performance, the Lender, or a designated representative of the Lender, will conduct a final program audit of all loan expenditures. At the Lender's option any unauthorized or unaccountable expenditures may be subject to repayment by the Borrower to the Lender. If deemed necessary by the Lender, an outside audit will be conducted at the expense of the Borrower.

16) **Waivers:** The Borrower hereby waives presentment, demand of payment, protest, and any and all other notices and demands whatsoever. No waiver of any payment or other right under this Agreement shall operate as a waiver of any other payment or right.

17) **Default:** This Agreement shall be considered in default:

(A) Upon any default or failure to properly perform under any clause in this Agreement (or the provisions of any security agreement(s) or mortgage documents which secure this Agreement).

(i) If, on the scheduled anniversary, job or payroll levels are below the minimums specified in item (2) of this Agreement, the following repayment is required within thirty (30) days:

a) job and payroll components will be weighted equally, so that a blended percentage of overall job and payroll accomplishment is determined; the outstanding principal balance will be divided by the number of remaining anniversary dates, with the resultant portion of the principal balance multiplied by the inverse of the blended percentage to produce the proportionate principal amount due, plus

b) interest accrued since the previously scheduled anniversary date will be multiplied by the inverse of the blended percentage to produce the proportionate amount of interest due.

(ii) If the Borrower vacates the [REDACTED] facility during the term of this Agreement, the following repayment is required:

a) the entire outstanding principal amount is immediately due and payable, plus

b) any principal and interest previously forgiven as specified in item (2) above, plus

c) interest penalties equal to a twelve percent (12%) compounded annual rate calculated for a 5 year period against the highest outstanding principal amount over the term of the loan.

(iii) Upon audit, any loan funds shown to have been used for other than the intended purposes shall be repaid with interest to Lender by Borrower. Such unintended purposes would include, but not be limited to, the acquisition of machinery and equipment which is not used at the [REDACTED] facility throughout the term of this loan. The amount to be repaid shall be such principal plus twenty-five percent (25%) compounding interest accrued from the date of the initial draw-down against this loan.

(iv) If the Borrower otherwise defaults in any manner on the obligations set forth in this Agreement, the following repayment is required:

a) any principal balance outstanding on the loan is due and payable; and

b) interest penalties equal to a twelve percent (12%) compounded annual rate calculated against the principal balance for the period during which it has been outstanding.

(B) Upon any occurrence under this Agreement or security agreements or mortgage documents by which this loan may or shall become due and payable.

(C) At any time that the Lender determines in good faith that the prospect of any payment required by this note is impaired.

In the event of continued default following a fifteen (15) day written notice of default, the Lender may, at its option, declare all unpaid indebtedness evidenced by this Agreement and any modifications thereof, immediately due and payable, without further notice, regardless of date of maturity. The Lender's failure to exercise this option when available at any point in time shall in no way invalidate its right to exercise the option in future default situations. Should it become necessary to collect the monetary obligations of this Agreement through an attorney, the Borrower agrees to pay all costs of collecting these monies, including reasonable attorneys' fees to the extent permitted by law, whether collected by suit, foreclosure, or otherwise.

18) **Indemnification:** The Borrower shall indemnify, defend, and hold harmless the State, the County, and the City and their respective officers and employees from any liabilities, claims, suits, judgments, and damages arising as a result of the performance of the obligations under this Agreement by the Borrower or any party in a relationship with the Borrower which is a result of this Agreement. The liability of the Borrower under this Agreement shall continue after the termination of the Agreement with respect to any liabilities, claims, suits, judgments and damages resulting from acts occurring prior to the termination of this Agreement.

19) **Other Requirements:** The Borrower will provide to the Secretary, on an annual basis and for a period of five (5) years after completion of the term, a report for the Borrower's [REDACTED] facility which lists the number of full-time equivalent employees, the total payroll as defined in item (2) of this Agreement, and a record of capital investment for the most recent report period and accumulated since the beginning of the report periods. The Borrower will also provide its current

number of units processed each year for the duration of this agreement. The first report will coincide with the first anniversary date as defined in item (2) of this Agreement.

20) **Amendments**: Changes to this Agreement will not be effective or binding unless in writing and signed by both parties to the Agreement.

21) **Contractual Provisions Attachment**: The provisions found in Contractual Provisions Attachment (form DA-146a), which is attached hereto, are hereby incorporated in this contract and made a part thereof.

22) **Compliance with the Law**: The Borrower agrees to operate its [REDACTED] facility in full compliance with applicable federal, state and local laws without limitation.

23) **Authorization to Contract**: Before or at the time of execution of the Agreement, the Borrower must be able to provide evidence that it is duly incorporated, in good standing in the state of its incorporation, authorized to do business in the State of Kansas, and authorized to borrow money; and evidence shall be provided that the person executing the Agreement and any supporting documents is authorized to act on behalf of the Borrower in such a transaction.

24) **Termination of Agreement**: Lender may terminate the loan, in whole or in part, if the Borrower has failed to comply with the conditions of the Agreement. The Borrower will receive written notice and the reasons for termination.

25) **Divisibility**: The invalidity of any one or more phrases, sentences, clauses, or section contained in this Agreement shall not affect the remaining portions of this Agreement, or any part thereof. Further, various headings included in this Agreement exist purely as an aid to locate particular wording, and do not in and of themselves in any way affect the substance of this Agreement.

26) **Complete Document**: The parties agree this Agreement is a complete document in which all obligations have been reduced to writing, and there are no understandings, agreements, conventions or covenants not included herein.

27) **Assignment**: The parties further agree that this Agreement may not be assigned by the Borrower without prior written approval by the Lender.

28) **Binding Effect**: The provisions of this Agreement shall both bind and benefit the Borrower's successors, assigns, guarantors, endorsers, and any other person or entity now or hereafter liable hereon.

IN WITNESS WHEREOF, the parties have signed their names below.

Gary Sherrer, Lt. Governor/ Secretary

Date

Notary:

By:

Signature

Date

Print Name

Title

Notary:



Cost-Benefit Analysis
Impact on State Revenues

Company:

David L. Ross
 June 24, 1998

By:
Date:

01-1

DATA ESTIMATES

Existing or Retained	
Annual Employment Increase (1)	30.0
Annual Increase in New Households (2)	NA
Estimated Number of New Students per New Household	NA
Annual Increase in Appraised Commercial Property Value (3)	\$2,700,000
Annual Increase in Appraised Residential Property Value (4)	NA
Existing payroll and annual increase in Total Payroll	\$468,000
Average Annual Wages:	\$15,600
Average Hourly Wages:	\$7.50
Average Annual Wage Increase:	2.50%

Post-Expansion/Location/Investment										
Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	
25.0	20.0									
0.0	0.0	0.0	0.0	0.0						
NA										
\$2,700,000										
\$0	\$0	\$0	\$0	\$0						
\$390,000	\$312,000	\$29,250	\$29,981	\$30,731	\$31,499	\$32,287	\$33,094	\$33,921	\$34,769	
\$15,600	\$15,600	\$15,990	\$16,390	\$16,799	\$17,219	\$17,650	\$18,091	\$18,543	\$19,007	
\$7.50	\$7.50	\$7.69	\$7.88	\$8.08	\$8.28	\$8.49	\$8.70	\$8.92	\$9.14	

NOTE: This is Phase II of the project. Phase one is complete and new jobs are being created.

SCHOOL FINANCE COSTS

Annual Increase in New Households (2)	0	0	0	0	0	0	0	0	0	0
Cumulative Increase in School Aged Children	0	0	0	0	0	0	0	0	0	0
State School Finance Multiplier	3636									

TOTAL ANNUAL COSTS

\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
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PROPERTY TAX REVENUE BENEFITS

Cumulative Increase in Appraised Commercial PROPERTY Value	\$2,700,000	\$2,700,000	\$2,700,000	\$2,700,000	\$2,700,000	\$2,700,000	\$2,700,000	\$2,700,000	\$2,700,000	\$2,700,000
Cumulative Increase in Appraised Residential PROPERTY Value	NA	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Cumulative Increase in Commercial ASSESSED Value (5)	\$675,000	\$675,000	\$675,000	\$675,000	\$675,000	\$675,000	\$675,000	\$675,000	\$675,000	\$675,000
Cumulative Increase in Residential ASSESSED Value (6)	NA	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Cumulative Increase in TOTAL ASSESSED Valuation	\$675,000	\$675,000	\$675,000	\$675,000	\$675,000	\$675,000	\$675,000	\$675,000	\$675,000	\$675,000
Annual Benefit from Property Tax Revenue (7)	\$24,638	\$24,638	\$24,638	\$24,638	\$24,638	\$24,638	\$24,638	\$24,638	\$24,638	\$24,638

RETAIL SALES TAX REVENUE BENEFITS

Cumulative Increase in Payroll	\$468,000	\$390,000	\$702,000	\$731,250	\$761,231	\$791,962	\$823,461	\$855,748	\$888,841	\$922,762	\$957,531
Taxable Retail Sales (8)	\$109,044	\$90,870	\$163,566	\$170,381	\$177,367	\$184,527	\$191,866	\$199,389	\$207,100	\$215,004	\$223,105
Annual Benefit from Retail Sales Tax Revenue (9)	\$5,343	\$4,453	\$8,015	\$8,349	\$8,691	\$9,042	\$9,401	\$9,770	\$10,148	\$10,535	\$10,932

PERSONAL INCOME TAX REVENUE BENEFITS

Cumulative Increase in Payroll	\$468,000	\$390,000	\$702,000	\$731,250	\$761,231	\$791,962	\$823,461	\$855,748	\$888,841	\$922,762	\$957,531
Annual Benefit from Personal Income Tax (10)	\$14,414	\$12,012	\$21,622	\$22,523	\$23,446	\$24,392	\$25,363	\$26,357	\$27,376	\$28,421	\$29,492

TOTAL ANNUAL BENEFITS

\$44,395	\$41,102	\$54,274	\$55,509	\$56,774	\$58,072	\$59,402	\$60,765	\$62,162	\$63,594	\$65,062
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NOTE:

Current/Annual (Cost) Benefit	\$44,395	\$41,102	\$54,274	\$55,509	\$56,774	\$58,072	\$59,402	\$60,765	\$62,162	\$63,594	\$65,062
CURRENT/CUMULATIVE (COST) BENEFIT	\$44,395	\$41,102	\$95,376	\$150,885	\$207,659	\$265,731	\$325,132	\$385,897	\$448,059	\$511,652	\$576,714

Notes:

- (1) Net new Kansas jobs created. Enter existing jobs if applicable.
- (2) Net new Kansas households created.
- (3) Existing value, proposed project plus projected future expansions.
- (4) Net new homes built.
- (5) Commercial appraised value x 25%.

- (6) Residential appraised value x 11.5%.
- (7) School finance levy of 35 mills + 1.5 mills for State Institutions and Educational Building Funds.
- (8) Reflects Taxable Sales Ratio multiplier of 0.233 calculated by IPPBR.
- (9) Reflects Kansas Sales Tax of 4.9%.
- (10) Reflects Personal Income Tax multiplier of 3.08% calculated by IPPBR.



KANSAS DEPARTMENT
of **COMMERCE & HOUSING**
BUSINESS DEVELOPMENT DIVISION

BILL GRAVES, GOVERNOR
GARY SHERRER, LT. GOVERNOR/SECRETARY

1000 S.W. Jackson Street, Suite 100
 Topeka, Kansas 66612-1354
 (785) 296-5298 Fax: (785) 296-3490
 TTY (Hearing Impaired): (785) 296-3487
 e-mail: busdev@kansascommerce.com
 www.kansascommerce.com

[REDACTED]

[REDACTED]

Dear [REDACTED]:

Your loan, agreement [REDACTED] has met, or will soon meet, an anniversary date. As required by the agreement, please submit job and payroll information (Section 2) and capital investment information (Section 19) on the form provided at the bottom of this page and return to this office within 30 days. The job and payroll information may be verified with the Department of Human Resources. Failure to respond may cause your loan to be in default per sections 17 and 19 of the agreement. If you have any questions, please give me a call at 785/296-5298.

Sincerely,

David L. Ross
 Business Finance Specialist

Please fill out the following information for the period from 11/6/00 through 11/6/01:

Contract Years	Year 1	Year 2	Year 3	Year 4	Year 5
Start of Year 1 – 11/6/98	11/6/98 to 11/6/99	11/6/99 to 11/6/00	11/6/00 to 11/6/01	11/6/01 to 11/6/02	11/6/02 to 11/6/03
Jobs Committed	55	75	75	75	75
Jobs Reported	58	80			
Payroll Committed	\$858,000	\$1,170,000	\$1,170,000	\$1,170,000	\$1,170,000
Payroll Reported	\$1,051,161	\$1,533,922			
Capital Investment Made	\$6,215,607	\$97,736			

The above information is being reported in accordance with agreement [REDACTED]. The information is true and accurate and based on the most accurate information available at the time of this reporting.

 Printed Name/Title

 Date

 Signature

Notary:

KDHR Job and Payroll Verifications

Company: [REDACTED]
 FEIN: [REDACTED]
 KDHR #: [REDACTED]

Averages:

Jobs:	118.9
Qtrly Wages:	\$387,126
Annual Wages:	\$1,548,503
Hourly Wages:	\$6.24

*NOTE: Hourly wages assume that employees worked full-time throughout the quarter (520 hours) and the year (2,080 hours).
 Wages will be inaccurate unless the number of jobs is relatively stable over the time period.
 * Maximum job count reflects the total jobs during a quarter, including all turnover and will generally be higher than actual position count.*

Measurements	1998												1999											
	1Q			2Q			3Q			4Q			1Q			2Q			3Q			4Q		
	J	F	M	A	M	J	J	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D
Quarterly Job Count			52			70			74			87			113			127			133			144
* Maximum Job Count	52			70			74			87			113			127			133			144		
Quarterly Wages	\$118,885			\$208,538			\$250,060			\$366,974			\$293,013			\$432,685			\$467,227			\$482,363		
Annualized Wages	\$475,540			\$834,152			\$1,000,240			\$1,467,896			\$1,172,052			\$1,730,740			\$1,868,908			\$1,929,452		
Hourly Wages	\$4.40			\$5.73			\$6.50			\$8.11			\$4.99			\$6.55			\$6.76			\$6.44		

Measurements	2000												2001											
	1Q			2Q			3Q			4Q			1Q			2Q			3Q			4Q		
	J	F	M	A	M	J	J	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D
Quarterly Job Count			148			150			146			148			144	115	124	128						
* Maximum Job Count	148			150			146			148			144			166								
Quarterly Wages	\$463,247			\$454,015			\$475,175			\$468,950			\$469,036			\$469,592								
Annualized Wages	\$1,852,988			\$1,816,060			\$1,900,700			\$1,875,800			\$1,876,144			\$1,878,368								
Hourly Wages	\$6.02			\$5.82			\$6.26			\$6.09			\$6.26			\$7.38								

Measurements	2002																							
	1Q			2Q			3Q			4Q			1Q			2Q			3Q			4Q		
	J	F	M	A	M	J	J	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D
Quarterly Job Count																								
* Maximum Job Count																								
Quarterly Wages																								
Annualized Wages																								
Hourly Wages																								

Measurements																								
	1Q			2Q			3Q			4Q			1Q			2Q			3Q			4Q		
	J	F	M	A	M	J	J	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D
Quarterly Job Count																								
* Maximum Job Count																								
Quarterly Wages																								
Annualized Wages																								
Hourly Wages																								

Measurements																								
	1Q			2Q			3Q			4Q			1Q			2Q			3Q			4Q		
	J	F	M	A	M	J	J	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D
Quarterly Job Count																								
* Maximum Job Count																								
Quarterly Wages																								
Annualized Wages																								
Hourly Wages																								



KANSAS DEPARTMENT
of COMMERCE & HOUSING
BUSINESS DEVELOPMENT DIVISION

February 8, 2002

BILL GRAVES, GOVERNOR
GARY SHERRER, LT. GOVERNOR/SECRETARY

1000 S.W. Jackson Street, Suite 100
Topeka, Kansas 66612-1354

(785) 296-5298 Fax: (785) 296-3490
TTY (Hearing Impaired): (785) 296-3487
e-mail: busdev@kansascommerce.com
www.kansascommerce.com

Information Discrepancy Letter

Dear _____ :

We have reviewed your most recent report on loan # _____ (see attached copy). Verification with Kansas Department of Human Resources (KDHR) indicates some potential inconsistencies.

In year _____ you reported _____ jobs against a commitment of _____ jobs. You reported a payroll of \$ _____ against a commitment of \$ _____. KDHR records indicate a maximum of _____ jobs and annualized payroll for _____.

Forgiveness of loan principal is based on the attainment of contractual job and payroll commitments. Please check these numbers and resubmit the information on the form provided below. If you have any questions regarding your KEIEP loan, do not hesitate to give me a call.

Sincerely,

Steve Kelly
Division Director

copy: _____, KDOCH Field Representative



 KANSAS DEPARTMENT
of COMMERCE & HOUSING
BUSINESS DEVELOPMENT DIVISION

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Payment Due Letter

Dear _____ :

Thank you for your report on loan, # _____. In year _____, you reported _____ jobs against a commitment of _____ jobs for a performance of _____%. You reported a payroll of \$ _____ against a commitment of \$ _____ for a performance of _____%. This performance produces a blended percentage of _____%. Based on an original loan amount of \$ _____, \$ _____ is forgiven for year _____ and \$ _____ is currently due and payable. Failure to remit the amount due will cause your full balance to become immediately due and payable, plus interest penalties, as outlined in section 17 of the agreement

Previously, principal of \$ _____ has been forgiven against your original loan balance of \$ _____. Your present principal balance is hereby adjusted to \$ _____. Your next reporting period will be _____. Please remit \$ _____ to the Kansas Department of Commerce and Housing.

If you have any questions regarding your _____ loan, please do not hesitate to give me a call.

Sincerely,

Steve Kelly
Division Director

copy: _____, KDOCH Field Representative

KANSAS DEPARTMENT OF COMMERCE & HOUSING KEIEP/KEOIF 1999-2001 AWARDS

51-1

Cheyenne	Rawlins	Decatur	Norton	Phillips	Smith	Jewell	Republic	Washington	Marshall P	Nemaha	Brown F	Doniphan F	
Sherman	Thomas P	Sheridan	Graham	Rooks P	Osborne	Mitchell	Cloud	Clay	Riley P/F	Pottawatomie P	Jackson	Atchison F	
Wallace	Logan	Gove	Trego	Ellis F	Russell	Lincoln	Ottawa F	Leavenworth	Jefferson	Wyandotte	Franklin	Miami	
Greeley	Wichita	Scott	Lane	Ness	Rush	Ellsworth	Saline P	Dickinson	Geary	Wabaunsee	Shawnee	Douglas	Johnson
Hamilton	Kearny	Finney	Hodgeman	Pawnee	Stafford	Rice	Barton P	McPherson	Marion	Lyon F	Osage	Franklin	Miami
Stanton	Grant	Haskell	Gray	Ford	Edwards	Pratt	Reno P	Harvey	Butler F	Greenwood	Woodson	Allen	Bourbon
Morton	Stevens	Seward	Meade	Clark	Kiowa	Barber	Sedgwick P/F	Kingman	Sedgwick P/F	Elk	Wilson	Neosho P	Crawford P/F
					Comanche		Harper F	Sumner	Cowley P/F	Chautauqua	Montgomery P/F	Labette F	Cherokee P/F

Awards

F = KEOIF Award

P = KEIEP Award

KANSAS DEPARTMENT OF COMMERCE & HOUSING KEIEP/KEOIF 2001 AWARDS

1-16

Cheyenne	Rawlins	Decatur	Norton	Phillips	Smith	Jewell	Republic	Washington	Marshall	Nemaha	Brown	Doniphan	
Sherman	Thomas P	Sheridan	Graham	Rooks P	Osborne	Mitchell	Cloud	Clay	Riley P	Pottawatomie P	Jackson	Atchison	
Wallace	Logan	Gove	Trego	Ellis	Russell	Lincoln	Ottawa	Geary	Shawnee P	Jefferson	Leavenworth	Wyandotte	
Greeley	Wichita	Scott	Lane	Ness	Rush	Barton P	Ellsworth	Saline P	Dickinson	Morris	Wabaunsee	Douglas P/F	Johnson F
Hamilton	Kearny	Finney	Hodgeman	Pawnee	Stafford	Rice	McPherson	Marion	Lyon	Osage	Franklin	Miami	
Stanton	Grant	Haskell	Gray	Ford	Edwards	Pratt	Reno	Harvey	Chase	Coffey	Anderson	Linn	
Morton	Stevens	Seward	Meade	Clark	Kiowa	Pratt	Kingman	Sedgwick P/F	Butler F	Greenwood	Woodson	Allen	Bourbon
					Comanche	Barber	Harper F	Sumner	Cowley P/F	Elk	Wilson	Neosho	Crawford P
										Chautauqua	Montgomery F	Labette	Cherokee

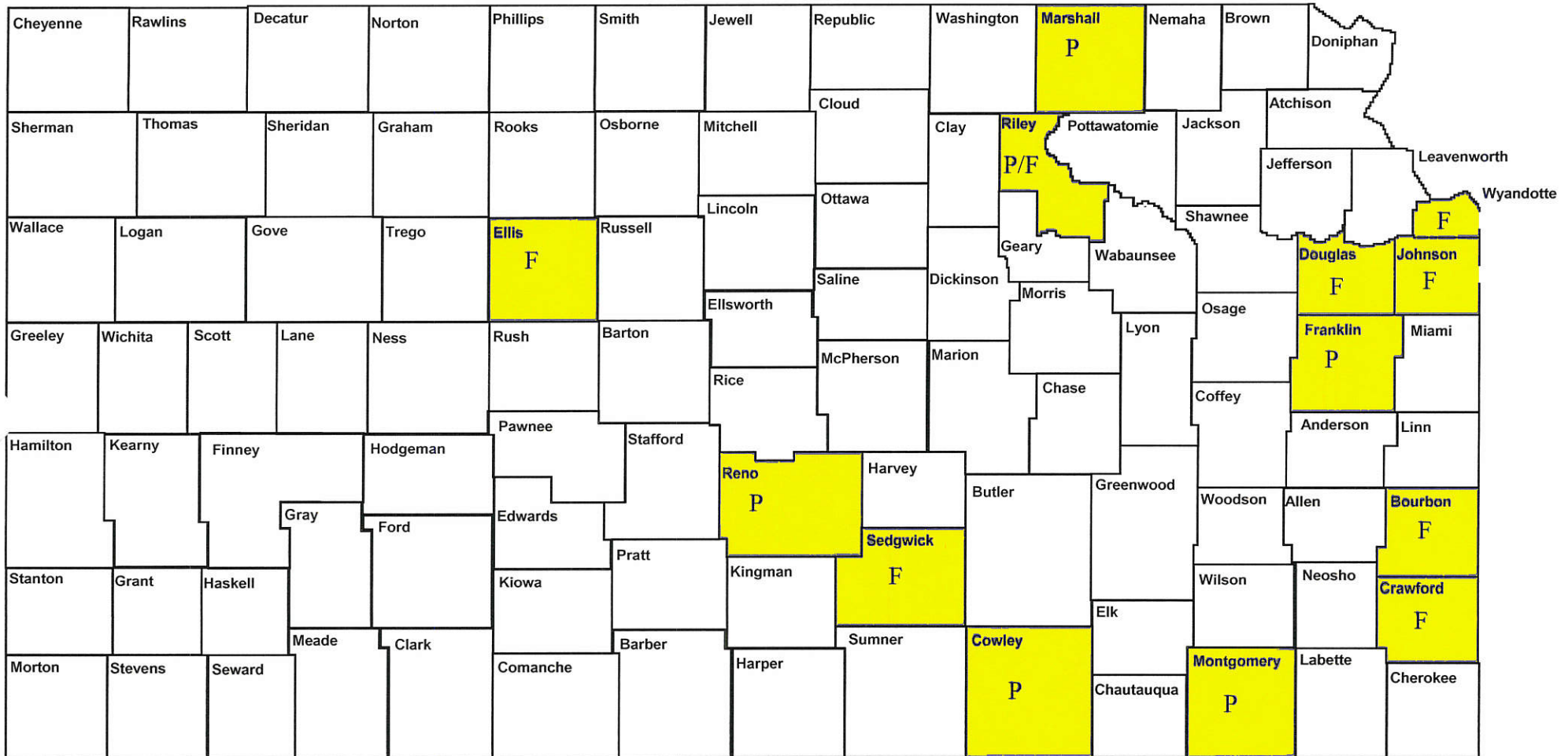
Awards

F = KEOIF Award

P = KEIEP Award

KANSAS DEPARTMENT OF COMMERCE & HOUSING KEIEP/KEOIF 2000 AWARDS

6-1-1



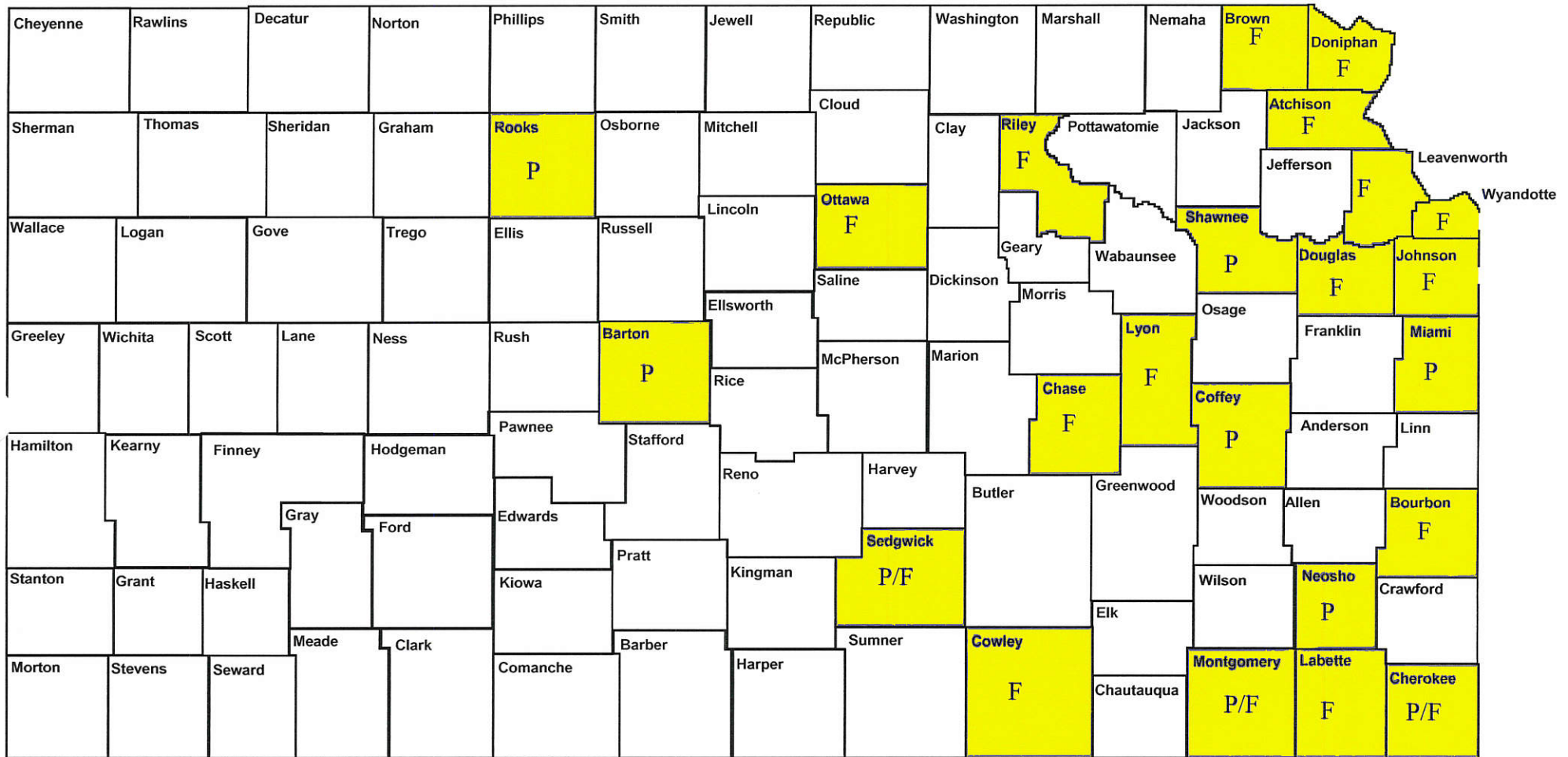
Awards

F = KEOIF Award

P = KEIEP Award

KANSAS DEPARTMENT OF COMMERCE & HOUSING KEIEP/KEOIF 1999 AWARDS

81-1



Awards

F = KEOIF Award

P = KEIEP Award

KEIEP/KEOIF Awards
 FY 1999 to FY 2001

51-1

COUNTY	RECIPIENT	AWARD	JOBS	CITY	FY	PROG.
Atchison	Atchison, City of (Shannon Industrial Park Project)	\$ 150,000	200	Atchison	1999	KEOIF
Barton	CPI Qualified Plan Consultants, Inc.	\$ 150,000	273	Great Bend	2001	KEIEP
	Fuller Brush Company, The	\$ 100,000	100	Great Bend	1999	KEIEP
Bourbon	Nu Alpha Manufacturing	\$ 100,000	175	Fort Scott	2000	KEOIF
	ETINUUM, Inc. (Intek Information, Inc)	\$ 400,000	400	Fort Scott	1999	KEOIF
Brown	Lone Eagle, Inc.	\$ 10,000	40	Hiawatha	1999	KEOIF
Butler	Courier Collections, Inc.	\$ 20,000	38	Rose Hill	2001	KEOIF
Chase	Chase County Development, Inc. (Fargo Assembly Incorporated)	\$ 30,000	30	Cottonwood Falls	1999	KEOIF
Cherokee	Ace Electric Company	\$ 250,000	300	Columbus	1999	KEIEP
	Columbus, City of (Pittsburg Illuminating Corp.)	\$ 10,000	13	Columbus	1999	KEOIF
Coffey	Rock Creek Woodworks, LLC (Forgiveable Loan)	\$ 15,000	13	Lebo	1999	KEIEP
	Rock Creek Woodworks, LLC (Straight Loan)	\$ 11,000	0	Lebo	1999	KEIEP
Cowley	Calmar Dispensing Systems	\$ 132,000	132	Winfield	1999	KEOIF
	Future Beef Operations LLC	\$ 250,000	500	Arkansas City	2001	KEOIF
	Good Time Productions, Inc.	\$ 10,250	14	Arkansas City	2000	KEIEP
	Shar Optical, LLC	\$ 50,000	11	Winfield	1999	KEOIF
	Winfield Consumer Products	\$ 65,000	40	Winfield	2001	KEIEP
Crawford	Innovative Mrketing Strategies, Inc.	\$ 50,000	300	Pittsburg	2000	KEOIF
	Plas-Tech Custom Plastics Corporation	\$ 15,000	7	Girard	2001	KEIEP
Doniphan	Skyjack Equipment, Inc.	\$ 100,000	120	Elwood	1999	KEOIF

KEIEP/KEOIF Awards
 FY 1999 to FY 2001

COUNTY	RECIPIENT	AWARD	JOB	CITY	FY	PROG.
Douglas	Douglas County Development, Inc.	\$200,000	450	Lawrence	2001	KEIEP
	Douglas County Development, Inc.	\$25,000	34	Lawrence	1999	KEOIF
	DST Systems, Inc.	\$175,000	350	Lawrence	2001	KEOIF
	Sauer-Sundstrand Company	\$200,000	155	Lawrence	1999	KEOIF
	University of Kansas Center for Research	\$100,000	0	Lawrence	2000	KEOIF
Ellis	Contact America, Inc.	\$40,000	155	Victoria	2000	KEOIF
Franklin	Heartland China, Inc.	\$50,000	37	Ottawa	2000	KEIEP
Harper	U.S. Floss, Inc.	\$75,000	40	Anthony	2001	KEOIF
Johnson	Aerial Operating Company	\$200,000	361	Lenexa	1999	KEOIF
	AlliedSignal, Inc.	\$925,000	0	Olathe	1999	KEOIF
	AmeriServe Food Distribution, Inc. (Software)	\$100,000	295	Lenexa	2000	KEOIF
	AmeriServe Food Distributions, Inc. (Wichita)	\$100,000	15	Lenexa	2000	KEOIF
	Carter Petroleum	\$50,000	60	Overland Park	2000	KEOIF
	CFS West Foods, LLC	\$100,000	102	New Century	2001	KEOIF
	Deere & Company	\$250,000	253	Lenexa	1999	KEOIF
	Diversified Consulting Resources, Inc.	\$40,000	46	Overland Park	2000	KEOIF
	Farmers Insurance Exchange	\$400,000	500	Olathe	2001	KEOIF
	GeoAccess	\$150,000	205	Overland Park	2001	KEOIF
	Harte-Hanks Kansas City	\$200,000	195	Lenexa	1999	KEOIF
Martin Dawes Systems	\$275,000	400	Overland Park	2000	KEOIF	
Labette	Dayton Superior Corporation	\$30,000	18	Parsons	1999	KEOIF
Leavenworth	The Scribes, Inc.	\$238,470	562	Leavenworth	1999	KEOIF
Lyon	Emporia, City of (Caterpillar, Inc.)	\$100,000	70	Emporia	1999	KEOIF
Marshall	Liberty, Inc.	\$65,000	60	Waterville	2000	KEIEP

06-1

KEIEP/KEOIF Awards
FY 1999 to FY 2001

COUNTY	RECIPIENT	AWARD	JOBS	CITY	FY	PROG.
Miami	Dyna Glass, Inc.	\$100,000	94	Paola	1999	KEIEP
Montgomery	Amazon.com.ksdc	\$500,000	1000	Coffeyville	2001	KEOIF
	Automotive Controls Corporation	\$30,000	40	Independence	1999	KEIEP
	Charloma, Inc.	\$150,000	87	Cherryvale	2000	KEIEP
	Innovative Marketing Strategies, Inc.	\$50,000	300	Independence	1999	KEOIF
Neosho	Automated Wire & Cable	\$25,000	33	Chanute	1999	KEIEP
Ottawa	Minneapolis, City of (A-1 Fiberglass Corporation)	\$25,000	40	Minneapolis	1999	KEOIF
Pottawatomie	Custom Wood Products, Inc.	\$12,250	20	St. Marys	2001	KEIEP
Reno	Eaton Corporation	\$100,000	120	Hutchinson	2000	KEIEP
Riley	Frontier Consulting Group Company	\$15,000	26	Manhattan	2001	KEIEP
	Manhattan, City of (Sykes Enterprises)	\$590,000	432	Manhattan	1999	KEOIF
	Manko Window Systems, Inc.	\$100,000	70	Manhattan	2000	KEIEP
	Paragon Technology, Inc.	\$70,000	64	Manhattan	2000	KEIEP
	Transportation Design & Manufacturing	\$300,000	155	Manhattan	2000	KEOIF
	Western Wireless	\$250,000	400	Manhattan	2000	KEOIF
Rooks	Classic Cloth, Inc	\$15,000	12	Plainville	1999	KEIEP
	Palmer Hargrave, Inc.	\$12,500	10	Plainville	2001	KEIEP
Saline	EIDorado National	\$25,000	130	Salina	2001	KEIEP
Sedgwick	Airtechnics, Inc.	\$50,000	50	Wichita	2001	KEIEP
	Central Plains Book Manufacturing	\$100,000	150	Derby	2000	KEOIF
	NMF America, Inc.	\$100,000	100	Wichita	2000	KEOIF
	Norland Plastic Co.	\$300,000	70	Haysville	1999	KEIEP
	Prime Plastic Containers, Inc.	\$75,000	95	Wichita	2001	KEOIF

12-1

KEIEP/KEOIF Awards
 FY 1999 to FY 2001

Kansas Dept. of Commerce and Housing

COUNTY	RECIPIENT	AWARD	JOB	CITY	FY	PROG.
Sedgwick (continued)						
	Royal Caribbean Cruises, Ltd.	\$50,000	450	Wichita	1999	KEOIF
	ZTM, Inc.	\$22,500	34	Wichita	2001	KEIEP
Shawnee						
	Heinz Pet Foods	\$125,000	129	Topeka	2001	KEIEP
	Ritz Camera Centers, Inc. (Boater's World)	\$20,000	25	Topeka	1999	KEIEP
Thomas						
	McCarty Dairy	\$26,350	14	Rexford	2001	KEIEP
Wyandotte						
	Interstate Brands Corporation	\$200,000	257	Kansas City	2001	KEOIF
	Shor-Line Properties, LLC (Schroer Manufacturing)	\$75,000	0	Kansas City	2000	KEOIF
	Unified Gov't of Wyandotte Co./Kansas City, KS (Kansas Speedway Corp.)	\$5,500,000	0	Kansas City	1999	KEOIF

CG-1

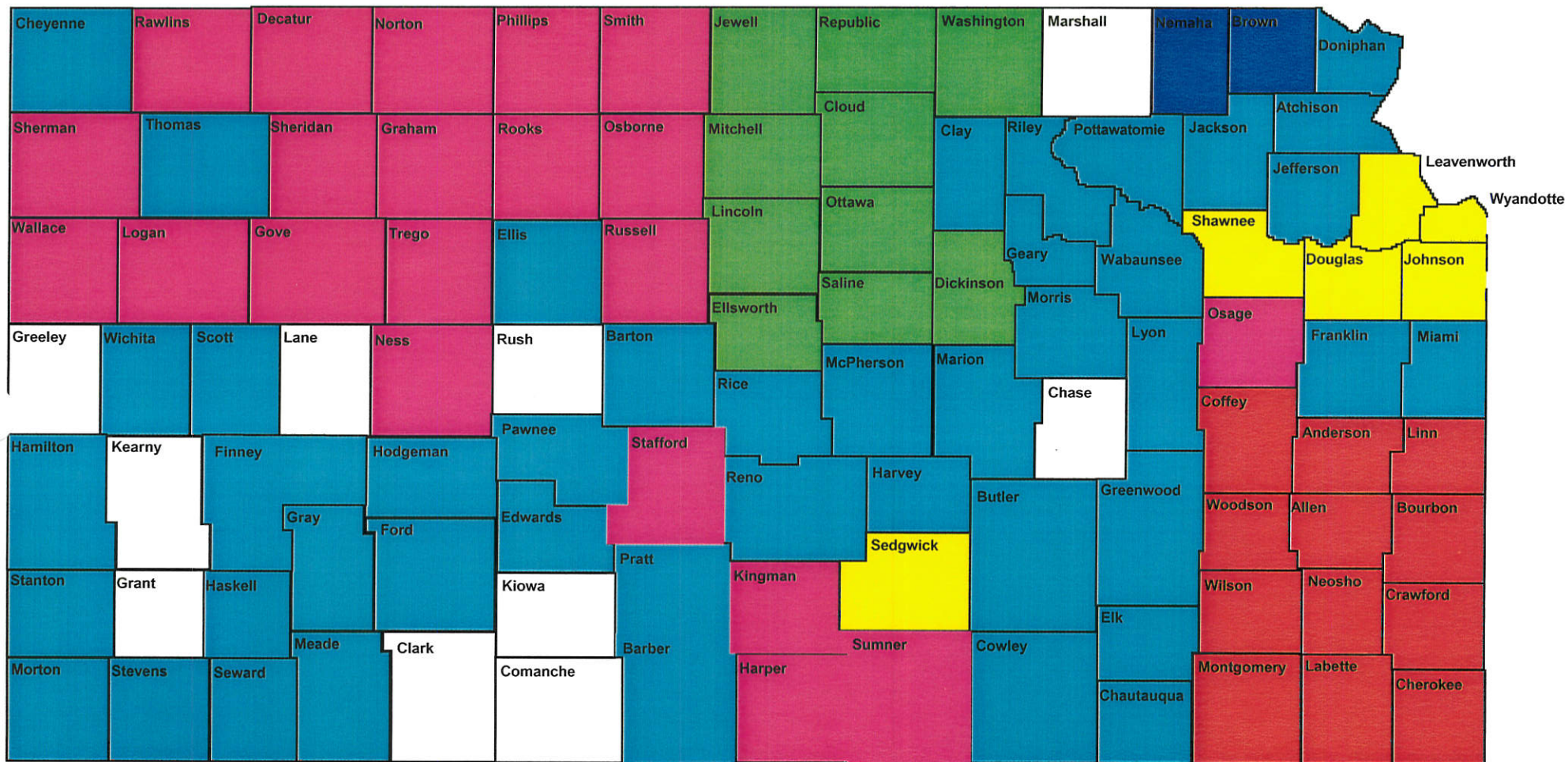
Kansas
Department of Commerce & Housing

Enterprise Zone

KANSAS DEPARTMENT OF COMMERCE & HOUSING ENTERPRISE ZONE PROGRAM

HC-1

STATUS BY COUNTY AS OF DECEMBER 31, 2001



- Southeast 12-County Region
- Single County Region
- Northeast Bi-County Region
- North Central 10 County Region
- Metropolitan County
- Expired - not renewed

Enterprise Zone Designations as of December 31, 2001

Kansas Department of Commerce and Housing

COUNTY	APPLICATION NO.	EXPIRATION DATE
Allen	2000-EZ-176	06/30/2004
Anderson	2000-EZ-171	06/30/2004
Atchison	1999-EZ-164	12/31/2001
Barber	2000-EZ-198	11/30/2003
Barton	2001-EZ-214	10/31/2004
Butler	2001-EZ-203	04/30/2003
Chautauqua	1999-EZ-159	09/30/2004
Cherokee	2000-EZ-177	06/30/2004
Cheyenne	2001-EZ-205	04/30/2004
Clay	2001-EZ-202	01/31/2004
Coffey	2000-EZ-183	06/30/2004
Cowley	2000-EZ-199	12/31/2003
Crawford	2000-EZ-191	06/30/2004
Doniphan	2001-EZ-211	10/31/2004
Edwards	2001-EZ-208	05/31/2004
Elk	1999-EZ-167	01/01/2003
Ellis	2000-EZ-201	12/31/2003
Finney	1999-EZ-155	12/31/2002
Ford	1998-EZ-149	12/31/2002
Franklin	1999-EZ-158	02/28/2003
Geary	2000-EZ-170	01/31/2003
Gray	2000-EZ-192	10/31/2003
Greenwood	2001-EZ-209	05/31/2004
Hamilton	2000-EZ-181	04/30/2003
Harvey	1999-EZ-161	09/30/2002
Haskell	2000-EZ-197	11/30/2003
Hodgeman	2001-EZ-212	07/31/2004
Jackson	2000-EZ-190	08/31/2003
Jefferson	2000-EZ-172	05/31/2004
Linn	2000-EZ-174	06/30/2004
Lyon	2000-EZ-196	11/30/2003
Marion	1999-EZ-160	09/30/2002
McPherson	2000-EZ-169	01/31/2003
Meade	2000-EZ-188	06/30/2003
Miami	1999-EZ-163	11/30/2004
Montgomery	2000-EZ-184	06/30/2004
Morris	2000-EZ-173	02/28/2003
Morton	2001-EZ-213	07/31/2004
Neosho	2000-EZ-178	06/30/2004
North Central Region	2000-EZ-195	12/31/2005
Northeast Region	2000-EZ-182	10/31/2003
Pawnee	2000-EZ-186	06/30/2003
Pottawatomie	2001-EZ-204	02/28/2003

COUNTY	APPLICATION NO.	EXPIRATION DATE
Pratt	2000-EZ-179	04/30/2003
Reno	2001-EZ-207	05/31/2004
Rice	2000-EZ-175	03/31/2003
Riley	1999-EZ-153	04/30/2002
Scott	2001-EZ-206	04/30/2004
Seward	2001-EZ-210	06/30/2003
Southeast Region	1999-EZ-166	06/30/2004
Stanton	2000-EZ-193	09/30/2003
Stevens	2000-EZ-187	06/30/2002
Thomas	1999-EZ-157	06/30/2002
Wabaunsee	2000-EZ-194	10/31/2003
Wichita	2000-EZ-200	12/31/2003
Wilson	2000-EZ-185	06/30/2004
Woodson	2000-EZ-189	06/30/2004

56-1

Kansas
Department of Commerce & Housing

HPIP

Kansas Department of Commerce & Housing
Senate Commerce Committee
High Performance Incentive Program (HPIP)
Thursday, February 14, 2002

Major Benefits:

- 10% income tax credit for pre-defined capital investment exceeding \$50,000
- Sales tax exemption related to pre-defined capital investment
- Income tax credit up to \$50,000 for training that exceeds 2% of gross payroll
- Priority access to other economic development programs administered by KDOCH, MAMTC & KTEC

Qualifications:

- Pay a higher-than-average wage for the Standard Industrial Classification (SIC)/North American Industry Classification System (NAICS) category and location
- Spend at least 2% of gross payroll on training, or participate in the KIT, KIR, or SKILL workforce training programs
- Be a for-profit enterprise categorized in specific SIC / NAICS categories (exclusive of storefront retailing, construction, mining & agriculture), or be a headquarters or back-office worksite of a national or multi-national corporation in any category
- Worksites in a non-manufacturing SIC / NAICS category must generate more than half their revenue from some combination of Kansas manufacturers and/or out-of-state businesses and governmental entities
- To obtain benefits related to capital investment, businesses must provide a one-page Capital Investment Project Description form identifying the anticipated investment, before signing any document that commits them to proceed with that investment

The HPIP application forms have been formatted to provide documentation that program requirements have been satisfied. The general structure is for businesses to qualify for a period of time, by first demonstrating that HPIP criteria have already been satisfied. Audit access is also authorized as part of the application process, should it be determined that further detailed examination of underlying support materials is appropriate. A letter certifying that program requirements have been met is not sent to the Kansas Dept. of Revenue until the application process is complete. The certification letter authorizes access to program benefits for a specified period.

Follow-up:

The application allows KDOCH to determine what training tax credit the business may have earned, depending on how it satisfied the HPIP training criteria. Projected investment tax credits and the sales tax exemption can be roughly projected from the estimates shown on the Capital Investment Project Description form.

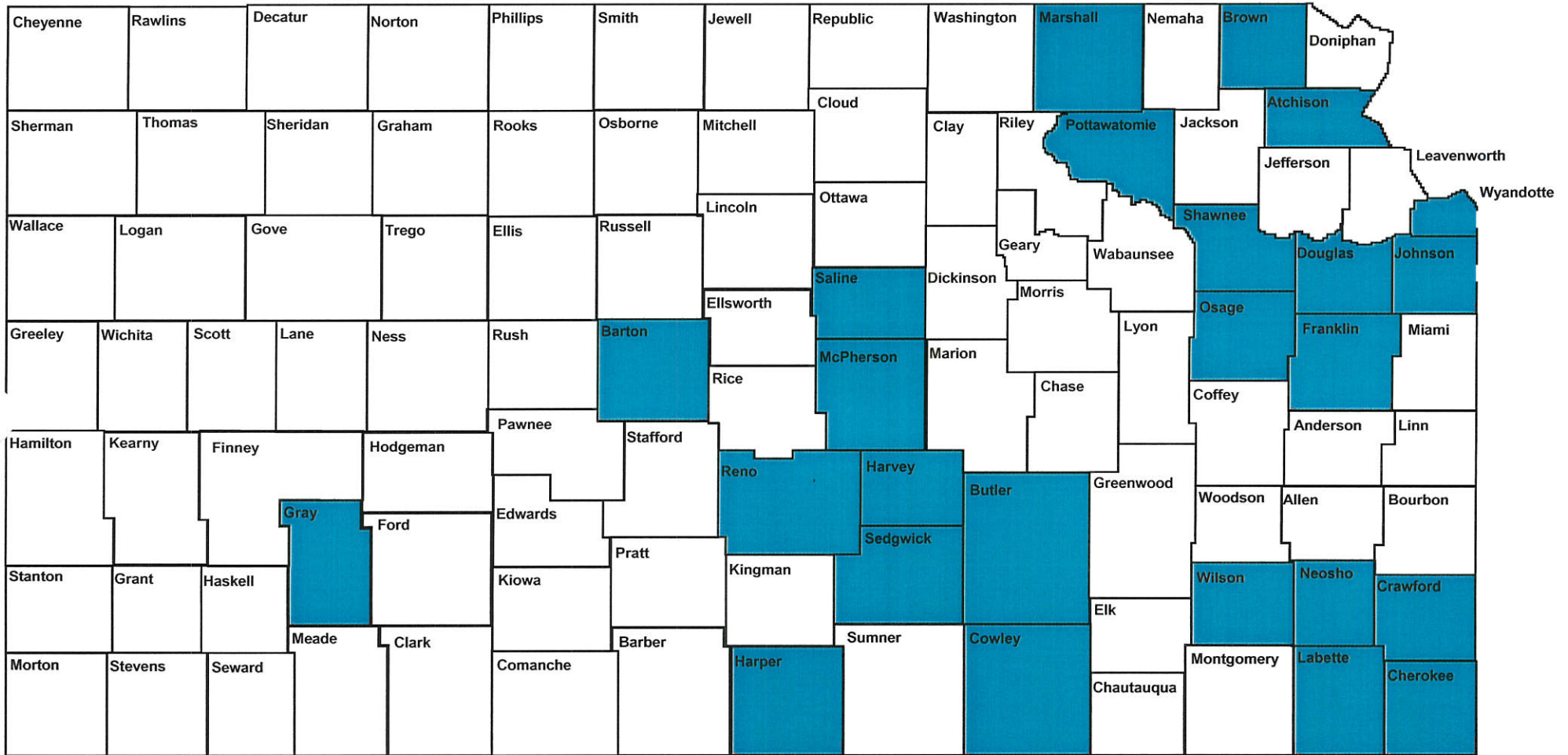
Later, after the end of the certification during which access to HPIP benefits is authorized, a questionnaire is mailed out that asks what benefits were actually claimed, and how much in HPIP investment tax credits is being carried forward. Although job creation is not an HPIP requirement, the follow-up questionnaire also attempts to capture information about job creation and retention, and job creation tax credits that are claimed.

Funding:

Aside from the salary of the HPIP administrator and related office supplies, direct program costs are in the form of tax credits and exemptions that do not come from EDIF funding.

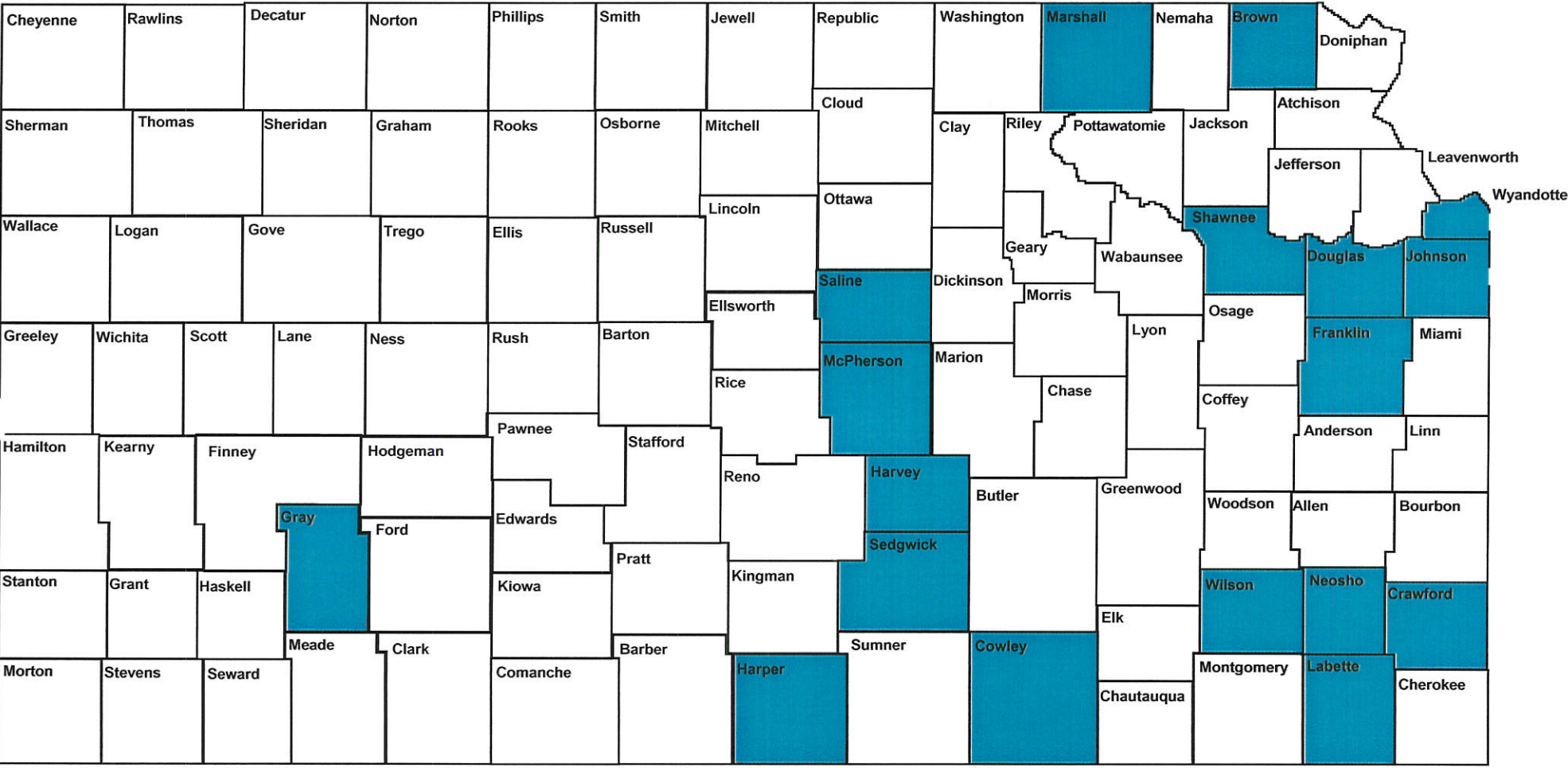
KANSAS DEPARTMENT OF COMMERCE & HOUSING HPIP 1999-2001 CERTIFICATION

1-28



KANSAS DEPARTMENT OF COMMERCE & HOUSING HPIP 2001 CERTIFICATION

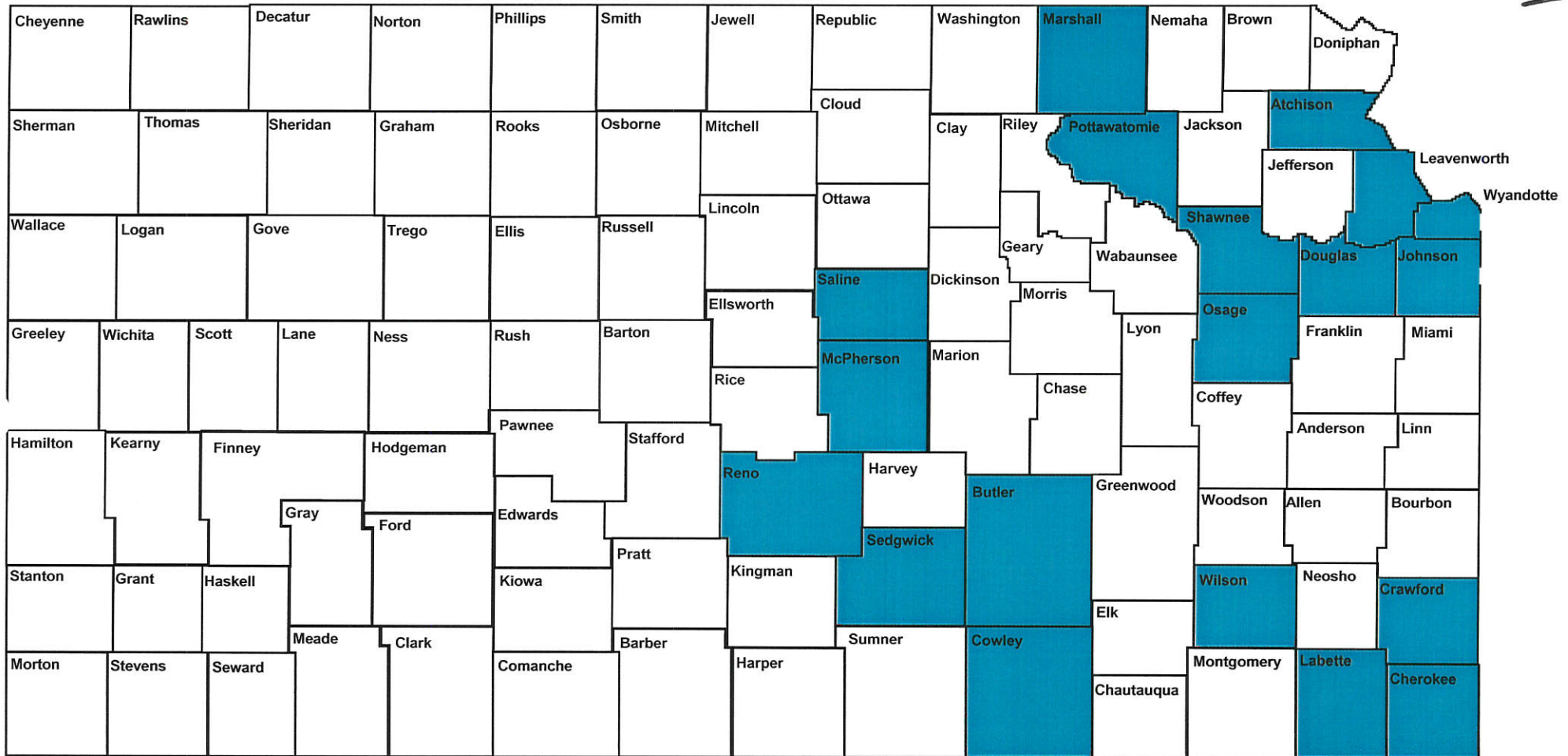
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KANSAS DEPARTMENT OF COMMERCE & HOUSING

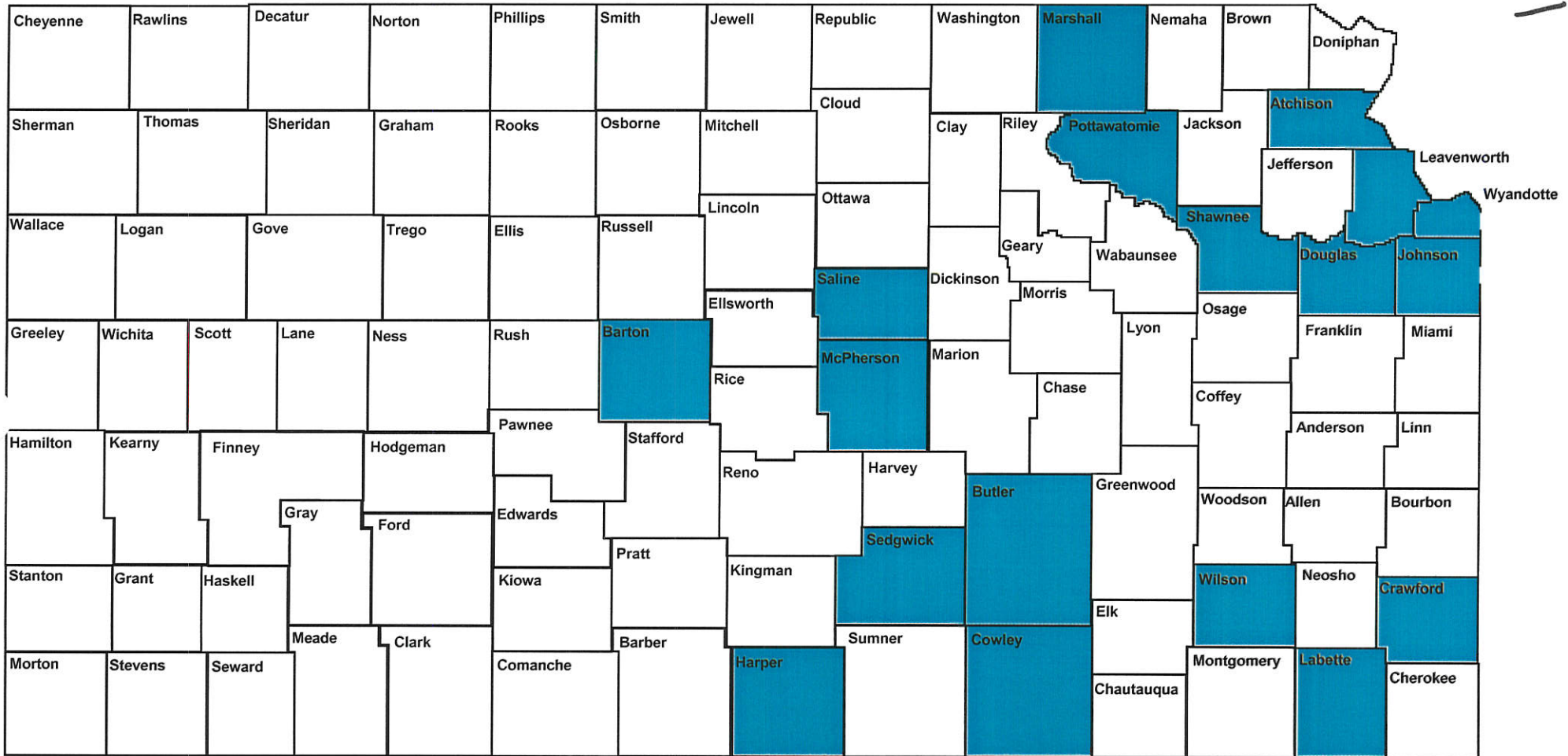
HPIP 2000 CERTIFICATION

1-30



KANSAS DEPARTMENT OF COMMERCE & HOUSING HPIP 1999 CERTIFICATION

1-31



HPIP Certified Companies
 FY 1999 to FY 2001

Kansas Department of Commerce and Housing

CE-1

COUNTY	RECIPIENT	CITY	DATE
Atchison	Blish-Mize Company	Atchison	1999
	Golden Star, Inc.	Atchison	1999, 2000
Barton	CPI Qualified Plan Consultants Inc	Great Bend	1999
Brown	RHS, Inc.	Hiawatha	2001
Butler	Sigma Tek, Inc.	Augusta	1999, 2000
Cherokee	Jayhawk Fine Chemicals	Galena	2000
Cowley	Kan-Pak, LLC	Arkansas City	2000
	Wheatfield Investment, Inc dba Central Plains Book Mfg	Winfield	2000
	Winfield Consumer Products Inc	Winfield	1999, 2000, 2001
Crawford	Miller's, Inc.	Pittsburg	1999, 2000
	Pitt Plastics, Inc	Pittsburg	2001
Douglas	Allen Press, Inc	Lawrence	2000, 2001
	Hallmark Cards, Inc.	Lawrence	1999, 2000
	Martin Logan, Ltd	Lawrence	2000
Franklin	Dodson International Parts, Inc	Ottawa/Rantoul	2001

HPIP Certified Companies
 FY 1999 to FY 2001

1-33

COUNTY	RECIPIENT	CITY	DATE
Gray	Montezuma Welding & Manufacturing, Inc.	Montezuma	2001
Harper	Harper Industries, Inc	Harper	1999, 2001
Harvey	Legg Company Inc	Halstead	2001
Johnson	Kansas City Concrete Pipe Co (Cretex)	Bonner Springs, Shawnee	1999, 2000, 2001
	Custom Foods, Inc	Desoto	2001
	Sealright Company, Inc	Desoto	2000
	Sealright Manufacturing-West, Inc	Desoto	2000
	TradeNet Publishing, Inc	Gardner	1999, 2000
	Heartland Services Inc	Leawood	1999, 2001
	Klover Architects, Inc	Leawood	2001
	Raviant Networks, Inc.	Leawood	2001
	Audiovisual, Inc d/b/a AVI Systems	Lenexa	1999
	Buzz Print, Inc.	Lenexa	2001
	Clinical Reference Laboratory, Inc	Lenexa	2000
	Convergent Label Technology, Inc.	Lenexa	2000
	Deere & Company	Lenexa	1999
	Gill Studios Inc	Lenexa	1999, 2000, 2001
	LabOne, Inc.	Lenexa	1999
	Mission Electronics, Inc.	Lenexa	2001
	United Rotary Brush Corp	Lenexa	2000, 2001
	Westlake Hardware, Inc.	Lenexa	1999, 2000
	cGMP Validation, LLC	Mission	2000, 2001
	Aldi Inc	Olathe	1999
	Garmin International, Inc.	Olathe	1999, 2000
	Gonzales Communications Inc	Olathe	1999
	Recreational Technologies, LLC	Olathe	1999
	Sysco Food Services of Kansas City, Inc	Olathe	2001

HPIP Certified Companies
 FY 1999 to FY 2001

Kansas Department of Commerce and Housing

HC-1

COUNTY	RECIPIENT	CITY	DATE
Johnson (continued)			
	TransAm Trucking, Inc.	Olathe	2000
	3Buddies.com, Inc.	Overland Park	2001
	Atwood Publishing, LLC	Overland Park	2001
	CMT Partners	Overland Park	1999
	CyDex, Inc.	Overland Park	2001
	GeoAccess, Inc	Overland Park	2001
	W + D Machinery Co, Inc	Overland Park	2000
	Black & Veatch Corporation	Overland Park	1999, 2000
	Emery Expedite!, Inc	Overland Park	2000
	Yellow Technologies, Inc. (formerly Yellow Services, Inc.)	Overland Park	1999, 2000, 2001
	Boelte-Hall Litho Inc	Roeland Park	2000
	Airsys ATM, Inc.	Shawnee	1999
	Bayer Corporation	Shawnee Mission	1999
Kingman			
	Farrar Corp	Norwich	2000
Labette			
	Power Flame, Inc.	Parsons	2001
	Ray Products Inc	Parsons	1999, 2000
Leavenworth			
	Hallmark Cards, Inc.	Leavenworth	1999, 2000
Marshall			
	Landoll Corp	Marysville	1999, 2000, 2001
McPherson			
	National Cooperative Refinery Association	McPherson	1999, 2000, 2001
	Moridge Manufacturing Inc	Moundridge	1999, 2000, 2001
Neosho			
	Ash Grove Cement Company	Chanute	2001

HPIP Certified Companies
 FY 1999 to FY 2001

COUNTY	RECIPIENT	CITY	DATE
Osage	Kan Build, Inc	Osage City	2000
Pottawatomie	It's Greek to Me, Inc.	Manhattan	1999, 2000
Reno	TSW Products Company, Inc	Hutchinson	2000
Saline	Grain Belt Supply Company, Inc.	Salina	2000
	Kasa Industrial Controls, Inc.	Salina	2000, 2001
	SSE Manufacturing, Inc.	Salina	1999
Sedgwick	Access Group, LLC	Wichita	1999, 2000
	Airtechnics, Inc	Wichita	2001
	Allen Gibbs & Houlik LC	Wichita	1999, 2000, 2001
	Boeing Company (The)	Wichita	2001
	Chance Coach, Inc.	Wichita	2000
	Excel Manufacturing, Inc.	Wichita	2001
	Executive Aircraft Corporation	Wichita	1999, 2000
	Gibbs Machine & Tool, LLC	Wichita	2001
	Hayes Company, Inc. (The)	Wichita	1999, 2000, 2001
	McCormick-Armstrong Co Inc	Wichita	1999, 2000, 2001
	Mid-Continent Instrument Co Inc	Wichita	1999, 2000
	Raytheon Aircraft Company	Wichita	1999, 2000
	Rose America Corporation	Wichita	1999, 2000, 2001
	Sharpline Converting Inc	Wichita	1999, 2000, 2001
	Typed Letters Corporation	Wichita	2000, 2001
	Vulcan Materials Company	Wichita	1999, 2000, 2001
	WeatherData, Inc.	Wichita	1999, 2001
	Westland Corp	Wichita	1999, 2000, 2001
	Wichita Steel Fabricators	Wichita	1999

53-1

HPIP Certified Companies
 FY 1999 to FY 2001

COUNTY	RECIPIENT	CITY	DATE
Sedgwick (continued)			
	ZTM, Inc.	Wichita	2001
	Case Corporation		1999, 2000
Shawnee			
	Goodyear Tire & Rubber Company	Topeka	1999, 2000
Shawnee	Hallmark Cards, Inc.	Topeka	1999, 2000
Shawnee	Hill's Pet Nutrition, Inc.	Topeka	1999, 2000, 2001
Shawnee	Payless ShoeSource Distribution Inc	Topeka	2000, 2001
Shawnee	Payless ShoeSource Inc	Topeka	1999, 2000, 2001
Shawnee	Western Resources, Inc.	Topeka	1999
Washington			
	Linn Post & Pipe, Inc	Linn	2001
Wilson			
	Fiberglass Engineering Inc	Neodesha	1999, 2000, 2001
Wyandotte			
	American Freightways, Inc	Edwardsville	1999
	Associated Wholesale Grocers, Inc	Kansas City	2001
	CertainTeed Corp	Kansas City	1999
	Interconnect Devices, Inc	Kansas City	2001
	Keebler Company	Kansas City	1999, 2000
	Knit-Rite, Inc	Kansas City	1999, 2000
	Owens-Corning	Kansas City	1999
	Owens-Corning	Kansas City	2000
	Procter & Gamble Manufacturing Co.	Kansas City	1999, 2000, 2001
	Schroer Manufacturing Co	Kansas City	2000
	T Kennel Systems, Inc	Kansas City	2000

1-36



KANSAS DEPARTMENT
of COMMERCE & HOUSING
BUSINESS DEVELOPMENT DIVISION

BILL GRAVES, GOVERNOR
GARY SHERRER, LT. GOVERNOR/SECRETARY

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Topeka, Kansas 66603-3712

(785) 296-5298 Fax: (785) 296-3490
TTY (Hearing Impaired): (785) 296-3487
www.kansascommerce.com
e-mail: busdev@kdoch.state.ks.us

January 24, 2000

[REDACTED]

Dear [REDACTED]

We are very excited that [REDACTED] is considering relocating its business from Kansas City, Missouri to an existing property in [REDACTED] Kansas is very interested in having [REDACTED] as a new business. We hope to work with the officials of this company, the city of [REDACTED] to make this a success for all parties.

We understand that [REDACTED] is the largest wholesale [REDACTED] in the United States. Their products are marketed under such names [REDACTED]. The company has built a significant business in the [REDACTED] industry. We understand they have 67 [REDACTED]s throughout the U.S., employ over 34,000 people and had sales of \$3.5 billion in 1998.

As a result of this relocation, [REDACTED]eries would bring approximately 257 jobs from Missouri at an average salary of \$36,000. Employee benefits would substantially increase the total compensation package.

The capital investment figure for this project is estimated to be approximately \$23.6 million, which includes renovation and expansion of the existing facility in [REDACTED] and new manufacturing equipment at this site.

Kansas has several major business incentives to assist in recruiting companies to this state. We would like to see [REDACTED]s locate [REDACTED]. We have created an incentive package to assist with this relocation. We hope to meet with the officials of [REDACTED] to discuss this proposal so they can clearly understand the potential benefit for their company.

1-37

WORKFORCE TRAINING PROGRAMS

Kansas has a workforce training program that would benefit substantially on their training costs for this relocation. Investments in Major Projects and Comprehensive Training (IMPACT) provides direct financial assistance based on the creation of new jobs and the payroll generated from those jobs. For this project, Commerce and Housing is offering \$500,000 in IMPACT funds. IMPACT has two major components, State of Kansas Investments in Lifelong Learning (SKILL) and Major Project Investment (MPI).

We understand that of the 257 new jobs, 37 of these will be truck drivers. We are unable to use these funds to train those truck drivers that do not pay withholding (income) tax in Kansas. Usually, truck drivers pay withholding taxes where they live. The IMPACT program is a bond-funded program in which the bonds are paid off from the withholding taxes generated from the new jobs.

The SKILL program, a sub-program of IMPACT, is available for workforce training. SKILL is designed to meet your client's training needs and can be structured as pre-employment, classroom, on-the-job, or a combination of the three training approaches. SKILL pays the negotiated costs for instructor's salaries; meals, travel and lodging; videotape development; textbooks and training manuals; supplies and materials, temporary training facilities; and curriculum planning and development. In addition, up to 50% of the funds can be used to lease or purchase training equipment for local educational institutions.

Up to \$50,000 of this funding can be utilized under the MPI component of IMPACT. This funding can be used for expenses, other than training, such as labor recruitment, equipment purchases, and equipment relocation expenses. The entire IMPACT funding can be used for training-related expenses. The non-training use of the funds is your client's option.

CORPORATE INCOME TAX CREDITS

We have two types of income tax credit programs in Kansas, the Kansas Enterprise Zone Program and the High Performance Incentive Program.

Enterprise Zone Program

This program offers corporate income tax credits based on the number of new jobs created and the amount of new capital investment. Eligibility for this program does not depend on geographic location, but on the type of business.

[REDACTED]
Page three
January 24, 2000

It appears [REDACTED] would be classified as a manufacturing company. To qualify, manufacturing companies need to create two net new jobs in Kansas.

The job tax credit available in [REDACTED] is \$1,500 per job. For example, for 257 new jobs, the job tax credit would be \$385,500. The investment tax credit is 1% of net new investment in Kansas. For example, a capital investment figure of \$23.6 million would generate an investment tax credit of \$236,000. Any additional job creation or capital investment will be eligible for these incentives as well.

Another investment tax credit option exists which is our High Performance Incentive Program (HPIP). This option involves a 10% tax credit on the net new capital investment. There would be two criteria for [REDACTED] 1) pay salaries that are above-average for similar types of businesses within [REDACTED] county; and 2) participate in one of our state-sponsored training programs, such as IMPACT, or invest at least 2% of annual payroll in workforce training

The HPIP investment credit, based on the \$23.6 million investment figure, less the first \$50,000, results in 10% of \$23,550,000 being \$2,355,000.

It appears that [REDACTED] is in standard industrial classification (SIC) code 20, Food and Kindred Products. If so, the average annual salary they would need to exceed to meet the first criteria noted above would be \$40,319. Your client's average annual salary can include the total taxable compensation of all employees that will be at the [REDACTED] operation. If a truck drivers' salary will be included in the Employer's Quarterly Wage Report and will be headquartered at the [REDACTED] site, their wages should be included in calculating the average wage for the worksite.

The HPIP credits must be taken within a 10-year period, starting from the first year they claim the credits on their tax filing. All program criteria must be met in each year in which the credits are taken against tax liability. [REDACTED] can elect to take the High Performance Investment Credits or the Enterprise Zone Investment Credits, but not both. The Enterprise Zone Job Credits are available in either case.

The "Capital Investment Project Description" sheet needs to be completed at your earliest convenience to document the investment you will be making in Kansas.

SALES TAX EXEMPTION

The Kansas Enterprise Zone program can provide a 100% sales tax exemption on the labor and materials used to remodel and equip the [REDACTED] facility. This includes an exemption on the labor and materials used in the remodeling and on the lease or purchases of equipment, computers, furniture and fixtures.

For example, if \$20 million of the projected investment figure is subject to sales tax, at a rate of 6.875%, the savings would be \$1,375,000.

This incentive is not retroactive; therefore the application to receive the sales tax exemption number needs to be received prior to any purchases being made that are subject to sales tax.

Other sales tax exemptions available to [REDACTED] through state statute include:

- Sales of manufacturing machinery and equipment.
- Labor and services used in original construction.
- Tangible personal property that becomes an ingredient or component part of tangible personal property
- Electricity, gas and water consumed during manufacturing.

PROPERTY TAX CREDIT

In 1998, the Governor of Kansas signed a new incentive which offers a 15% tax credit for property taxes paid on machinery and equipment. Your client can receive a refund for the amount of this tax credit that exceeds their income tax liability.

SUMMARY

Investments in Major Projects and Comprehensive Training	\$ 500,000
Enterprise Zone Job Tax Credits	\$ 385,500
Enterprise Zone Investment Tax Credit	\$ 236,000
Enterprise Zone Sales Tax Savings	\$1,375,000
High Performance Incentive Program	\$2,355,000
Property Tax Credit	To Be Determined
Total With High Performance Incentive Program	\$4,615,500
Total Without High Performance Incentive Program	\$2,496,500

[REDACTED]
Page five
January 24, 2000

We are very interested in discussing these incentives with [REDACTED].
Please let me know when we can arrange a meeting, at their convenience, to emphasize our interest in having their business and how these incentive programs can benefit their operation. Please do not hesitate to contact me at 785-296-2534 if you have questions.

Sincerely,



Barbara Kongs Hake
Business Recruitment Project Manager

[REDACTED]
cc: Steve Kelly, Director
Steve Jack, Workforce Training
[REDACTED]

Kansas
Department of Commerce & Housing

Workforce Development Programs

Senate Commerce Committee
Feb. 14, 2002
Attachment 2-1

Kansas Department of Commerce & Housing
Senate Commerce Committee
KIT, KIR, TEG, IMPACT Programs
Thursday, February 14, 2002

Program qualifications/requirements:

Kansas Industrial Training (KIT) Program

The Kansas Industrial Training program is a flexible workforce-training program designed to respond to the specific training needs of new and expanding companies.

- For the requested reporting period (1999-2001), the minimum number of new positions necessary to qualify was five (5) and the company must be paying at least an average wage of \$7.00 an hour. As of January 25, 2002, a company must be adding at least one (1) new position to qualify.
- A company must show financial strength adequate to accomplish the goals of the project and be current with repayment to other state and local economic development programs such as Kansas Economic Opportunities Initiatives Fund (KEOIF) or the Community Development Block Grant (CDBG) Program.
- Priority is given to Kansas basic industries (manufacturing, distribution, regional or national service, agriculture, mining, research and development, interstate transportation, and tourism designed primarily to attract out-of-state tourists).
- A company must complete an application that addresses the Program funding factors:
 - the importance of the funding to the creation of the jobs and the training;
 - efficient and effective use of the funds;
 - quality of the jobs;
 - economic impact;
 - amount of match;
 - training partnership with a post-secondary education institution.

Kansas Industrial Retraining (KIR) Program

The KIR program is a job retention tool that assists employees of restructuring industries who are likely to be displaced because of obsolete or inadequate job skills and knowledge.

- For the requested reporting period (1999-2001), the minimum number of positions required to be retrained was five (5) and the company must be paying at least an average wage of \$7.00 an hour. As of January 25, 2002, a company must be retraining at least one (1) position to qualify.
- A company must show that they are restructuring their business operations through the incorporation of existing technology, development and incorporation of new technology, product diversification or development and implementation of new production processes.
- A company must show that employees to be trained are likely to be displaced because of obsolete or inadequate job skills or knowledge.

- A company must show financial strength adequate to accomplish the goals of the project and be current with repayment to other state and local economic development programs.
- Priority is given to Kansas basic industries.
- A company must complete an application that addresses the program funding factors.

Training Equipment Grants (TEG) Program

The TEG program is a funding mechanism that provides community colleges, area technical schools, and area technical colleges an opportunity to purchase instructional equipment to train or retrain the Kansas workforce.

- The applicant must be a Kansas community college, or an area vocational-technical school or college.
- A dollar-for-dollar match of cash or equipment is required.
- Priority is given to Kansas basic industries.
- The educational institution must complete an application that addresses the program funding factors:
 - how does the project stimulate economic growth;
 - why is the funding essential for meeting the training needs of Kansas basic industry;
 - what is the condition of the existing equipment or the need for new equipment;
 - what is the level of industry involvement in the training program;
 - are the companies listed in the application involved in a workforce training program through the Department of Commerce & Housing;
 - what is the school's ability to carry out the training program;
 - how does the project make effective and efficient use of the funds;
 - what is the percentage of match in excess of the required minimum?

Investments in Major Projects And Comprehensive Training (IMPACT) Program

IMPACT provides employers that relocate or expand their business operations within the state of Kansas financial assistance to train employees hired to fill the new jobs created by the relocation or the expansion, or to retrain existing positions.

- A company must be a Kansas basic industry.
- A company must demonstrate that it has adequate financial strength to accomplish the goals of the proposed project.
- A company representative and an eligible Kansas public educational institution must seek the approval of the Secretary of Commerce & Housing to apply.
- Priority is given to companies creating 100 or more new positions in Kansas and paying higher than average wages for their Standard Industrial Classification (SIC) code.
- For eligibility to retrain existing Kansas employees, a company must be making a minimum capital investment of \$250 million and retaining a minimum of 1,000 positions.
- A company must partner with a Kansas post-secondary education institution for the administration of the project.

- A company must complete an application that addresses the following criteria:
 - Summary of the company's business plan as it relates to the training project;
 - number of new jobs to be created/retained;
 - title and description of each new/retrained job;
 - number of trainees by job title;
 - hiring schedule;
 - hours of instruction/training for each trainee;
 - a description of the training;
 - starting and ending dates of the training;
 - expected longevity of the jobs;
 - wages and benefits;
 - current existing job level (if an existing Kansas company);
 - estimated gross wages and projected Kansas withholding taxes for a ten year period.
- All projects must be approved by the Governor's Council on Work Force Training and Investment.

Funding:

IMPACT is financed through public purpose, tax-exempt bonds issued by the Kansas Development Finance Authority. The bonds are indirectly retired through the revenue received from the Kansas withholding taxes paid by the jobs created or retained in the projects. Bonds are issued as needed to finance the Program. The Department is seeking enhancement of the IMPACT Program in this legislative session to increase the statutory cap on the annual Kansas individual withholding tax revenues from 1% to 2%. The KIT, KIR and TEG Programs are funded entirely through EDIF funds.

Annual budget	1999	2000	2001
KIT/KIR	\$3,800,000	\$3,600,000	\$3,600,000
TEG	\$300,000	\$300,000	\$277,500

Program compliance criteria:

KIT/KIR

- Grant recipients are reimbursed for the training expenses on a performance basis.
- A company must agree to maintain new and retrained positions for six months after the end of the grant. KDOC&H audits the employer's quarterly wage reports submitted to KDHR to determine if the company is maintaining the employment level agreed to in the project.
- A company also agrees to maintain a significant presence in the state for two years following the conclusion of the agreement. KDOC&H staff audits projects by contacting the company and/or checking KDHR's records of the employer's quarterly wage reports 24 months after the end of the agreement.
- If a company fails to maintain its employment level during the contract period, the grant is modified or cancelled. Funds disbursed may be collected by KDOC&H.

- If the new or retrained positions are not maintained for six months after the conclusion of the grant, or if the company fails to maintain a significant presence in Kansas, part or all of the funds may be collected by KDOC&H.

TEG

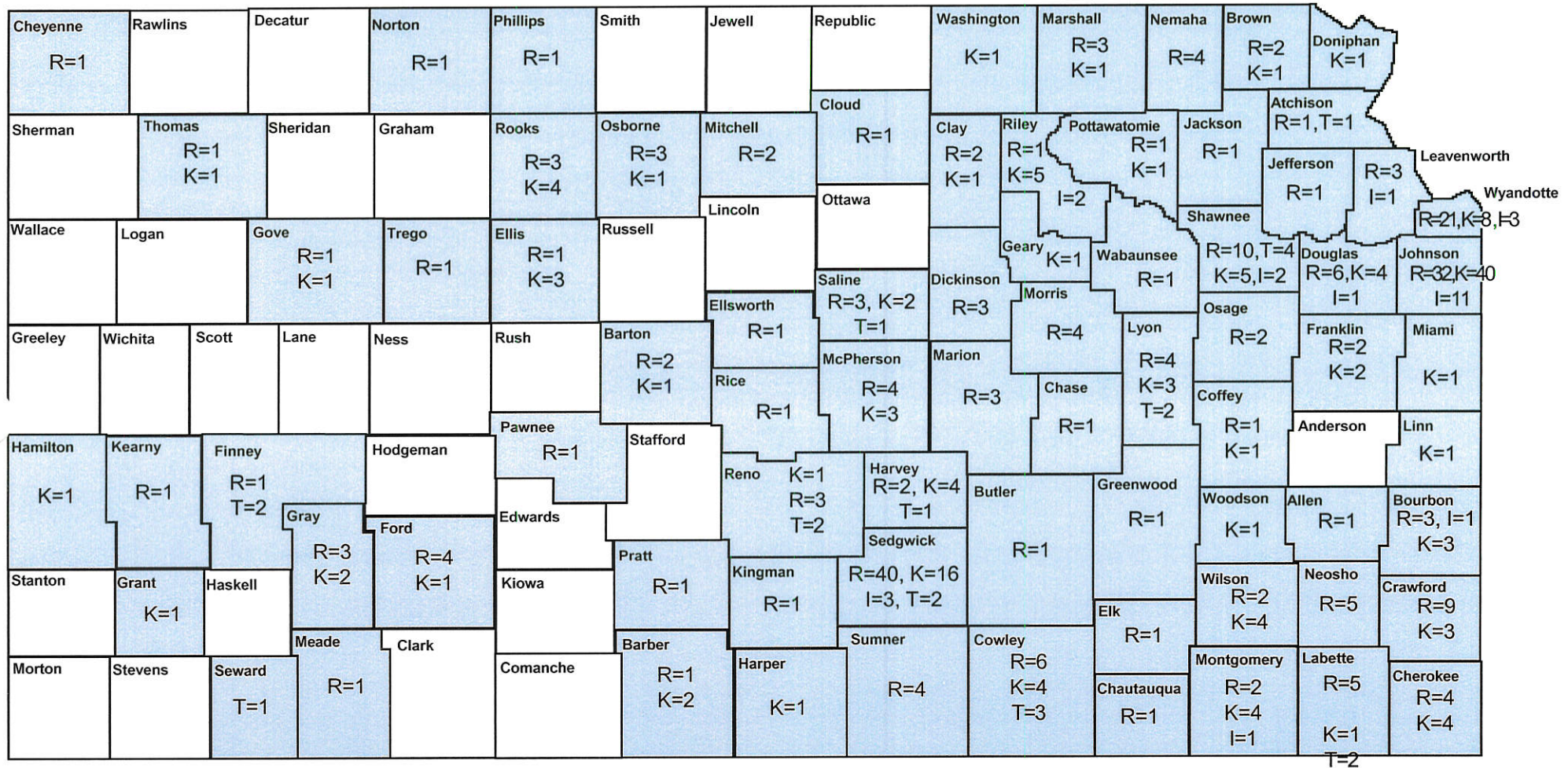
- Community Colleges and Technical Schools agree to provide documentation of equipment expenses to KDOC&H within a negotiated time period – typically three to six months after the funds are disbursed.
- Schools also provide two years of semiannual reports identifying the students trained on the equipment. If the number of students proposed to be trained is not achieved in the two-year period, the reporting time may be extended.
- If funds are not spent on equipment within the contracted time period, the funds are reimbursed to KDOC&H.

IMPACT

- Project performance is monitored by a post-secondary education institution.
- To access training funds, the company and the educational institution must complete quarterly reports that address the above-referenced qualifications/requirements. Job creation and withholding are monitored as a criterion for reimbursement of expenses.
- The company must complete these quarterly reports until the state's investment is returned through the withholding taxes paid by the jobs created/retained in the project. Statutorily, the company is obligated to report for up to ten years.
- The state has a statutory lien on the company's assets in the event of default on the agreement.

KANSAS DEPARTMENT OF COMMERCE & HOUSING WORKFORCE TRAINING 1999-2001 GRANTS

2-6



Grants

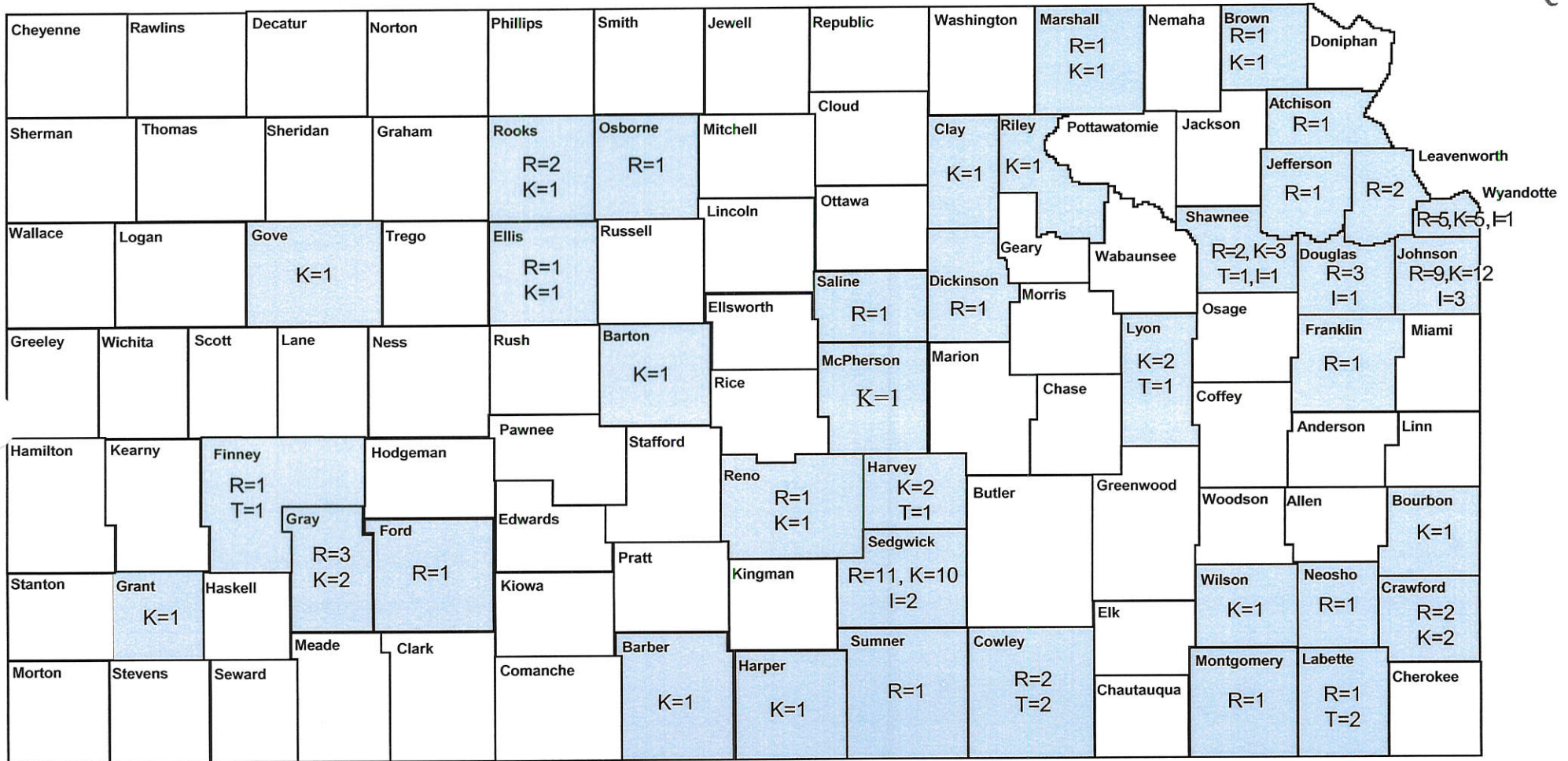
Total Annual Grants

- I = Investment in Major Projects And Comprehensive Training (IMPACT)
- R = Kansas Industrial Retraining (KIR)
- K = Kansas Industrial Training (KIT)
- T = Training Equipment Grant (TEG)

25
240
147
21

KANSAS DEPARTMENT OF COMMERCE & HOUSING WORKFORCE TRAINING 2001 GRANTS

10



Grants

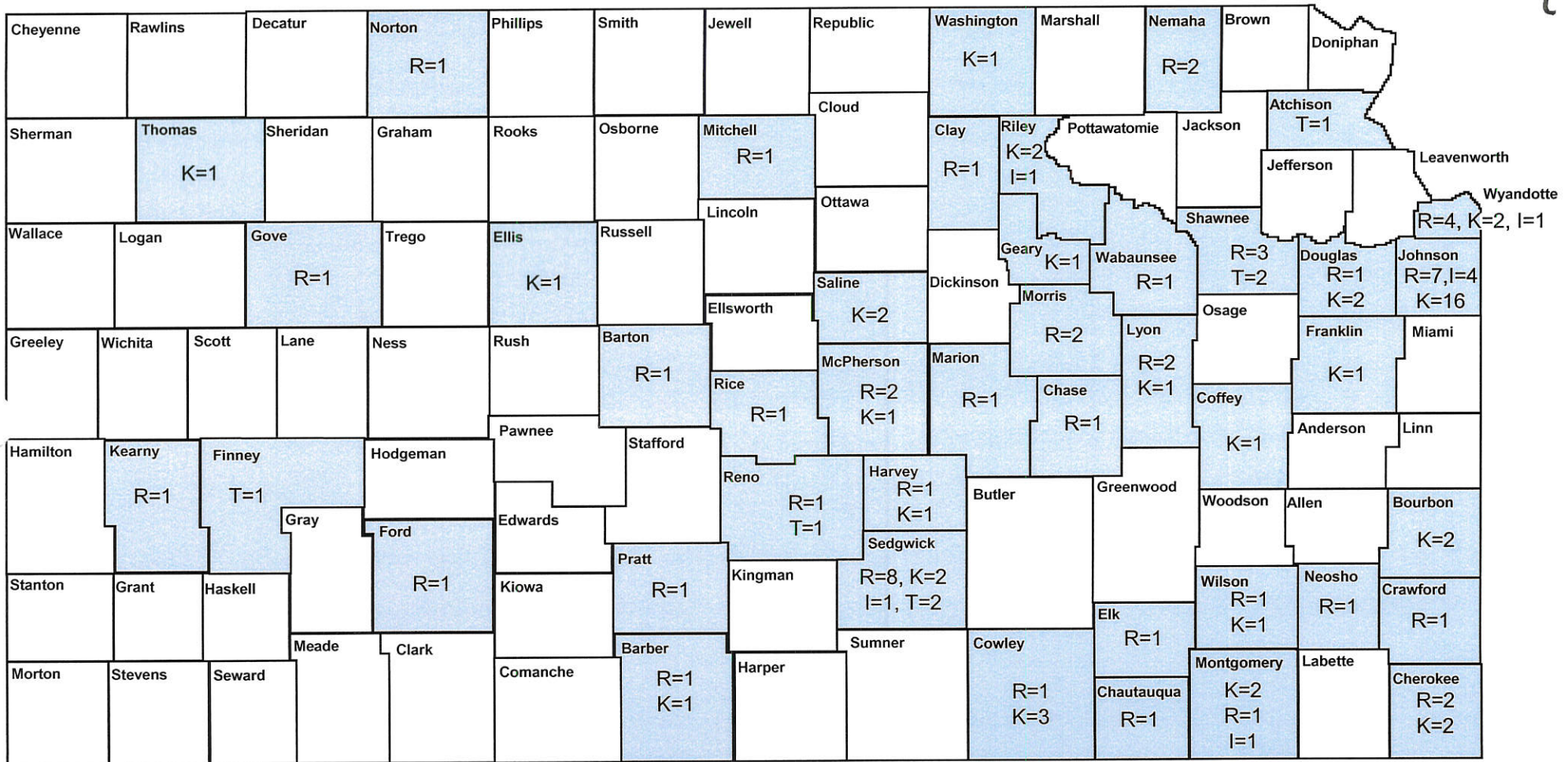
- I = Investment in Major Projects And Comprehensive Training (IMPACT)
- R = Kansas Industrial Retraining (KIR)
- K = Kansas Industrial Training (KIT)
- T = Training Equipment Grant (TEG)

Total Annual Grants

8
57
53
8

KANSAS DEPARTMENT OF COMMERCE & HOUSING WORKFORCE TRAINING 2000 GRANTS

2.8



Grants

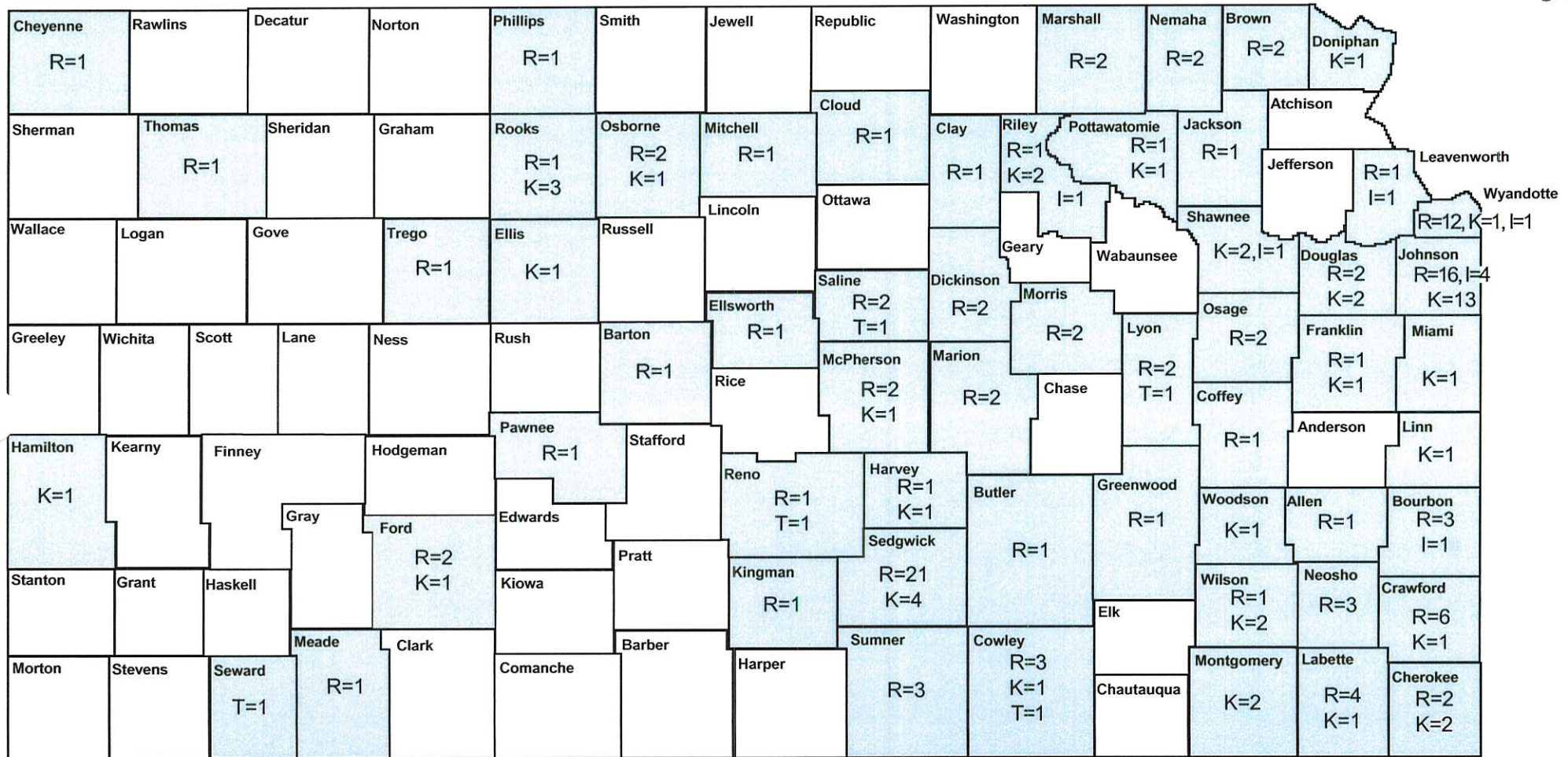
- I = Investment in Major Projects And Comprehensive Training (IMPACT)
- R = Kansas Industrial Retraining (KIR)
- K = Kansas Industrial Training (KIT)
- T = Training Equipment Grant (TEG)

Total Annual Grants

8
55
46
7

KANSAS DEPARTMENT OF COMMERCE & HOUSING WORKFORCE TRAINING 1999 GRANTS

D.C.



Grants

Total Annual Grants

- I** = Investment in Major Projects And Comprehensive Training (IMPACT)
- R** = Kansas Industrial Retraining (KIR)
- K** = Kansas Industrial Training (KIT)
- T** = Training Equipment Grant (TEG)

9
128
48
6

**IMPACT Awards
FY 1999 to FY 2001**

Kansas Dept. of Commerce and Housing

COUNTY	RECIPIENT	AWARD	JOBS	CITY	FY
Bourbon	Intek Information, Inc.	\$800,000	413	Fort Scott	1999
Douglas	DST Systems	\$262,500	350	Lawrence	2001
Johnson	Freightquote.com	\$500,000	267	Lenexa	2001
	Farmers Insurance	\$1,539,000	513	Olathe	2001
	Lockton Companies	\$17,650,000	609	Prairie Village	2000
	GeoAccess, Inc.	\$600,000	187	Overland Park	2000
	Bibb & Associates, Inc.	\$564,000	188	Shawnee Mission	2000
	Sprint	\$32,224,671	9200	Westwood	1999
	John Deere NAAMC	\$500,000	254	Lenexa	1999
	Aerial Operating Company	\$515,000	361	Lenexa	1999
	Black & Veatch	\$2,914,285	850	Overland Park	1999
	Black & Veatch Solutions Group	\$3,085,715	900	Overland Park	1999
Leavenworth	The Scribes, Inc.	\$561,165	435	Leavenworth	1999
Montgomery	Amazon.com.ksdc, Inc.	\$2,500,000	1000	Coffeyville	2000
Riley	Western Wireless	\$600,000	333	Manhattan	2000
	Sykes Enterprises, Inc.	\$1,108,238	730	Manhattan	1999
Sedgwick	Protection One	\$450,000	300	Wichita	2001
	York International	\$1,000,000	450	Wichita	2001
	Cessna Aircraft Company	\$5,070,000	2028	Wichita	1999
Shawnee	Heinz Pet Products	\$255,000	135	Topeka	2001
	TeleTech, Inc.	\$1,857,621	775	Topeka	1999
Wyandotte	Schroer Manufacturing	\$400,000	183	Kansas City	2000
	Conway Transportation Services, Inc.	\$650,000	230	Kansas City	2000
	TeleTech Facilities Management, Inc.	\$3,000,000	1284	Kansas City	1999

210

**Kansas Industrial Retraining Program Awards
FY 1999 to FY 2001**

Kansas Dept. of Commerce and Housing

COUNTY	RECIPIENT	AWARD	JOBS	CITY	FY
Allen	Moran Locker	\$196	3	Moran	1999
Atchison	Midwest Grain Products Inc.	\$5,000	43	Atchison	2001
Barber	Radiofrequency Safety International Corp.	\$3,130	5	Kiowa	2000
Barton	Great Bend Packing	\$82	1	Great Bend	2000
	Ellinwood Packing Plant	\$196	3	Ellinwood	1999
Bourbon	Norvell Company, Inc.	\$13,500	15	Fort Scott	1999
	Bronson Locker	\$131	2	Bronson	1999
	Van's Locker & Grocery	\$65	1	Uniontown	1999
Brown	Crosswind Industries, Inc.	\$9,900	9	Sabetha	2001
	Hall's Meat Processing	\$131	2	Sabetha	1999
Butler	El Dorado Meat Processors	\$131	2	El Dorado	1999
Chase	The Prairie Smokehouse	\$82	1	Cedar Point	2000
Chautauqua	Cedar Vale Locker	\$82	1	Cedar Vale	2000
Cherokee	Ingersoll-Randall Waterjet Systems	\$37,824	129	Baxter Springs	2000
	Jayhawk Fine Chemicals Corporation	\$80,000	140	Galena	2000
	Ozark Salad	\$131	2	Baxter Springs	1999
	Polar Pantries	\$65	1	Columbus	1999
	B & R Bierocks	\$65	1	St. Francis	1999

112

**Kansas Industrial Retraining Program Awards
FY 1999 to FY 2001**

Kansas Dept. of Commerce and Housing

612

COUNTY	RECIPIENT	AWARD	JOBS	CITY	FY
Clay					
	Dieck's, Inc.	\$82	1	Clay Center	2000
	Clay Center Locker	\$65	1	Clay Center	1999
Cloud					
	Glasco Locker Plant	\$65	1	Glasco	1999
Coffey					
	Leroy Locker Service	\$65	1	Leroy	1999
Cowley					
	Saint Gobain Calmar	\$13,500	62	Winfield	2001
	Future Beef	\$85,000	203	Arkansas City	2001
	Rubbermaid HPD	\$100,000	481	Winfield	2000
	Kan-Pak, L.L.C.	\$27,970	19	Arkansas City	1999
	Galaxy Tool Corporation	\$11,000	69	Winfield	1999
	Prairieland Processors	\$327	5	Arkansas City	1999
Crawford					
	Pitsco, Inc.	\$25,000	68	Pittsburg	2001
	Pitt Plastics	\$70,000	396	Pittsburg	2001
	Able Body Corporation	\$48,932	407	Pittsburg	2000
	Superior Industries International, Inc.	\$27,342	309	Pittsburg	1999
	Beck and Hill	\$65	1	Pittsburg	1999
	Country Vittles	\$65	1	Arma	1999
	J & W Poultry	\$65	1	Girard	1999
	Pallucca & Sons	\$131	2	Frontenac	1999
	Rainbow Meat Processors	\$65	1	Girard	1999
Dickinson					
	Brierton Engineering, Inc.	\$10,000	17	Abilene	2001
	Farmers Meat Market	\$65	1	Hope	1999
	First Choice Meats	\$131	2	Herington	1999
Douglas					
	Martin Logan. LTD	\$10,000	80	Lawrence	2001
	Reuter Organ Company	\$6,924	5	Lawrence	2001
	Allen Press, Inc.	\$60,000	43	Lawrence	2000
	Martin-Logan, Ltd.	\$14,490	55	Lawrence	1999
	Oread, Inc.	\$85,000	250	Lawrence	1999

Kansas Industrial Retraining Program Awards
 FY 1999 to FY 2001

Kansas Dept. of Commerce and Housing

213

COUNTY	RECIPIENT	AWARD	JOB	CITY	FY
Elk	Moline Locker	\$164	2	Moline	2000
	Raves, Inc.	\$36,000	68	Ellis	2001
Ellsworth	J.S. Packing	\$196	3	Ellsworth	1999
Finney	Inland Paperboard & Packaging	\$25,000	92	Garden City	2001
Ford	Broce Manufacturing Company, Inc.	\$25,000	17	Dodge City	2001
	Curtis Machine	\$62,045	32	Dodge City	2000
	Roto-Mix	\$21,997	11	Dodge City	1999
	National Beef Packing	\$196	3	Dodge City	1999
Franklin	Dodson International	\$10,000	49	Rantoul	2001
	Stinson Processing	\$65	1	Ottawa	1999
Gove	Hober Reed Inc. (dba Swift Bullet Company)	\$1,755	5	Quinter	2000
Gray	Cimarron Dairy	\$12,104	30	Cimarron	2001
	Hy-Plains Feedyard, L.L.C.	\$16,500	13	Montezuma	2001
	Montezuma Welding and Mfg., Inc.	\$8,084	20	Montezuma	2001
Greenwood	Glaziers Mkt-Madison Locker	\$65	1	Madison	1999
Harvey	Hay & Forage Industries	\$82,000	950	Hesston	2000
	H & H Meats	\$65	1	Hesston	1999
Jackson	Holton Meat Processing	\$131	2	Holton	1999
Jefferson	Ernest Spencer Metals, Inc.	\$23,950	49	Meriden	2001

Kansas Industrial Retraining Program Awards
 FY 1999 to FY 2001

Kansas Dept. of Commerce and Housing

412

COUNTY	RECIPIENT	AWARD	JOBS	CITY	FY
Johnson	Emerson Ventilation Products	\$20,000	128	Lenexa	2001
	Kraft Tool Company	\$8,891	38	Shawnee Mission	2001
	Atwood Publishing, LLC`	\$30,000	53	Overland Park	2001
	Pivot International	\$25,000	55	Lenexa	2001
	Tippin's Restaurants, Inc.	\$8,000	11	Overland Park	2001
	Dimensional Innovations, Inc.	\$40,000	24	Overland Park	2001
	EET Midwest	\$42,516	56	Lenexa	2001
	Convergent Label Technology	\$35,000	56	Lenexa	2001
	A&M Products Mfg. Co.	\$30,000	78	Spring Hill	2001
	Ash Grove Cement Company	\$75,000	136	Shawnee Mission	2001
	Bibb & Associates	\$56,861	160	Shawnee Mission	2001
	Everseal Gasket, Inc.	\$39,000	48	Shawnee Mission	2001
	Bayer Corporation-Animal Health	\$100,000	287	Shawnee	2000
	Computer Concepts Corporation	\$46,674	87	Lenexa	2000
	Midland Research Labs	\$8,250	9	Shawnee Mission	2000
	CGU/AGRI Insurance	\$57,000	70	Lenexa	2000
	Eiko, Ltd.	\$12,600	34	Shawnee	2000
	Waddell & Reed Financial, Inc.	\$61,143	113	Overland Park	2000
	Fritz's Superior Sausage Co., Inc.	\$246	3	Leawood	2000
	Preco Industries, Inc.	\$18,682	73	Lenexa	2000
	Spring Hill Meats	\$196	3	Spring Hill	2000
	Fluid Systems & Components, Inc.	\$7,762	11	Overland Park	1999
	Peterson Machine Tool, Inc.	\$45,000	42	Shawnee Mission	1999
	Shade Foods, Inc.	\$65,501	172	New Century	1999
	The Peavey Corporation	\$75,000	75	Lenexa	1999
	Shade Foods, Inc.	\$21,537	41	New Century	1999
	Smith & Loveless, Inc.	\$100,000	212	Lenexa	1999
	Harte-Hanks Direct Marketing/KC Inc.	\$67,607	101	Shawnee	1999
	Employers Reinsurance Corporation	\$100,000	425	Overland Park	1999
	TED Manufacturing Corporation	\$25,377	47	Shawnee	1999
	Black & Veatch	\$100,000	908	Overland Park	1999
	Nazdar	\$25,000	137	Shawnee Mission	1999
	Olson Manufacturing & Distribution	\$50,000	35	Shawnee Mission	1999
	Danisco Ingredients USA	\$65	1	New Century	1999
	Steve's Meat Market	\$65	1	De Soto	1999
Kearny	Duncan Locker's	\$82	1	Lakin	2000

**Kansas Industrial Retraining Program Awards
FY 1999 to FY 2001**

Kansas Dept. of Commerce and Housing

51-2

COUNTY	RECIPIENT	AWARD	JOB	CITY	FY
Kingman	Mize & Company, Inc.	\$11,516	45	Kingman	1999
Labette	Power Flame	\$70,000	76	Parsons	2001
	Ruskin Company	\$65,000	275	Parsons	1999
	Day & Zimmermann Kansas Division	\$50,000	106	Parsons	1999
	Oswego Locker	\$131	2	Oswego	1999
	Outdoorsmans Beef Jerky	\$131	2	Altamont	1999
Leavenworth	Armed Forces Insurance	\$30,000	24	Fort Leavenworth	2001
	Heatron, Inc.	\$20,000	160	Leavenworth	1999
Lyon	Vekte, Inc.	\$52,546	108	Emporia	2000
	Detroit Diesel Remanufacturing-Central Complex/Concept W. Corporation	\$13,750	15	Emporia	2000
	Food Bank Inc.	\$12,269	22	Emporia	1999
		\$65	1	Olpe	1999
Marion	Marion Manufacturing, Inc.	\$11,649	11	Marion	2000
	Ray's Thirftway	\$65	1	Hillsboro	2000
	Peabody Sausage House	\$65	1	Peabody	1999
Marshall	Landoll Corporation	\$40,000	28	Marysville	2001
	Pony Express Ranch	\$65	1	Marysville	1999
	Welch Brothers Meat	\$132	2	Frankfort	1999
McPherson	American Maplan Corporation	\$52,500	89	McPherson	2000
	Vanguard Industries	\$46,291	86	McPherson	1999
	Ferguson Producitons, Inc.	\$20,000	104	McPherson	1999
	Johns Manville Corporation	\$83,015	121	McPherson	1999
Meade	Schmidt Packing	\$131	2	Meade	2000

**Kansas Industrial Retraining Program Awards
FY 1999 to FY 2001**

Kansas Dept. of Commerce and Housing

COUNTY	RECIPIENT	AWARD	JOBS	CITY	FY
Mitchell	Sunflower Manufacturing Company, Inc.	\$45,000	248	Beloit	2000
	Klema's Quality Meats	\$262	4	Beloit	1999
Montgomery	Heartland Cement Company	\$15,000	30	Independence	2001
	Charloma, Inc.	\$23,916	128	Cherryvale	2000
Morris	Custom Sheet and Steel Fabricators, Inc.	\$8,000	5	Council Grove	2000
	Farmers Meat Market	\$164	2	Burdick	2000
	Burdicks Meat Market	\$65	1	Burdick	1999
Nemaha	Bern Meat Plant	\$164	2	Bern	2000
	Seneca Meat Market	\$131	2	Seneca	2000
	Bern Meat Plant	\$65	1	Bern	1999
	Heidemans Smoke House	\$131	2	Seneca	1999
Neosho	Erie Locker	\$82	1	Erie	2000
	Nu Wa Industries, Inc.	\$28,190	65	Chanute	1999
	Kustom Signals, Inc.	\$44,749	102	Chanute	1999
	Magna Tech, Inc.	\$9,129	7	Chanute	1999
Norton	Natoma Corporation	\$31,091	41	Norton	2001
	Natoma Corporation	\$28,972	26	Norton	2000
Osage	Burlingame Meat Market & Locker	\$131	2	Burlingame	1999
	Davis Custom Meat Processors	\$196	3	Overbrook	1999
Osborne	Pork Packers International Inc.	\$9,950	43	Downs	2001
	Natoma Packing	\$262	4	Natoma	1999
	Pork Packers	\$262	4	Downs	1999
Pawnee	Butcher Block	\$65	1	Larned	1999

2-16

**Kansas Industrial Retraining Program Awards
FY 1999 to FY 2001**

Kansas Dept. of Commerce and Housing

COUNTY	RECIPIENT	AWARD	JOBS	CITY	FY
Phillips	Mineral-Right, Inc.	\$11,949	9	Phillipsburg	1999
Pottawatomie	Onaga Southside Locker	\$65	1	Onaga	1999
Pratt	T&W Meat Co.	\$82	1	Preston	2000
Reno	K&M Tool and Machine	\$3,150	9	Hutchinson	2001
	Eaton Corporation	\$39,350	143	Hutchinson	2000
	Yoder Meats	\$262	4	Yoder	1999
Rice	IMC Salt	\$9,015	60	Lyons	2001
	Jim's Machine Shop	\$8,642	10	Lyons	2000
Riley	ICE Corporation	\$12,308	20	Manhattan	1999
Rooks	HBOS Manufacturing, LP	\$50,000	156	Plainville	2001
	Kyser Machine Products Inc.	\$7,555	6	Palco	2001
	Wilkins Manufacturing, Inc.	\$32,000	16	Stockton	1999
Saline	Salina Steel Supply, Inc.	\$9,576	46	Salina	2001
	McShares, Inc.	\$10,022	42	Salina	1999
Sedgwick	Fiber Dynamics	\$14,000	7	Wichita	2001
	B & B Airparts, Inc.	\$9,476	25	Wichita	2001
	Buckley Industries	\$18,000	90	Wichita	2001
	Big Dog Motorcycles, LLC	\$47,127	128	Wichita	2001
	Burnham Composites, Inc.	\$10,510	11	Wichita	2001
	Case Corporation	\$27,000	400	Wichita	2001
	MAMTC	\$19,375	0	Wichita	2001
	Aero Tech Engineering, Inc.	\$5,000	14	Wichita	2001
	Harry B. Rusk Company, Inc.	\$5,000	7	Wichita	2001
	Rusk Company	\$5,000	7	Wichita	2001

612

Kansas Industrial Retraining Program Awards
 FY 1999 to FY 2001

Kansas Dept. of Commerce and Housing

COUNTY	RECIPIENT	AWARD	JOBS	CITY	FY
Sedgwick (continued)					
	BG Products, Inc.	\$20,437	87	Wichita	2001
	JR Custom Metal Products	\$50,000	99	Wichita	2001
	Aerospace Systems & Components, Inc.	\$33,006	57	Wichita	2000
	Hayes Company, Inc.	\$60,000	325	Wichita	2000
	Hampel Oil Distributors, Inc.	\$12,375	55	Wichita	2000
	Home Oil Company, Inc.	\$14,745	46	Wichita	2000
	McCormick-Armstrong Co., Inc.	\$100,000	63	Wichita	2000
	Air Capital Plating, Inc.	\$45,000	103	Wichita	2000
	Wichita Electric JATC	\$57,000	132	Wichita	2000
	Kings-X, Inc.	\$82	1	Wichita	2000
	Vermillion, Inc.	\$44,197	37	Wichita	1999
	Chance Coach, Inc.	\$41,650	70	Wichita	1999
	Advanced Industries, Inc.	\$42,460	22	Wichita	1999
	Cerebral Palsy Research Foundation of Kansas Inc.	\$23,540	70	Wichita	1999
	Nance Manufacturing, Inc.	\$13,615	27	Wichita	1999
	Aero Machine Company	\$70,000	70	Wichita	1999
	Raytheon Aircraft Company	\$50,000	300	Wichita	1999
	Younger & Sons Manufacturing Co., Inc.	\$33,004	85	Viola	1999
	Tramco, Inc.	\$35,000	124	Wichita	1999
	Mid-Central Manufacturing	\$11,081	35	Wichita	1999
	Center Industries Corportation	\$36,350	30	Wichita	1999
	Candlewood Hotel Company	\$30,000	38	Wichita	1999
	Chance Industries, Inc.	\$100,000	285	Wichita	1999
	Leonard's Metal, Inc.	\$13,652	125	Wichita	1999
	UPG York International	\$75,000	725	Wichita	1999
	Americold Logistics	\$131	2	Wichita	1999
	B & S Aircraft Parts	\$5,385	6	Wichita	1999
	Central Processors	\$196	3	Wichita	1999
	Indian Hills Meat & Poultry	\$65	1	Wichita	1999
	Stroot Locker	\$65	1	Mulvane	1999
	Swissburger Brand Meat	\$262	4	Wichita	1999
Shawnee					
	Hallmark Cards, Inc.	\$100,000	673	Topeka	2001
	Bartlett & West	\$70,000	175	Topeka	2001
	Falley's Inc.	\$82	1	Topeka	2000
	Farmland Foods, Inc.	\$82	1	Topeka	2000
	Herman's Meat and Deli	\$82	1	Topeka	2000
	Goodyear Tire & Rubber Co.	\$50,805	59	Topeka	1999
	Falley's	\$65	1	Topeka	1999

61-C

**Kansas Industrial Retraining Program Awards
FY 1999 to FY 2001**

Kansas Dept. of Commerce and Housing

COUNTY	RECIPIENT	AWARD	JOBS	CITY	FY
Shawnee (continued)					
	Hilltop Packing	\$65	1	Topeka	1999
	Stoffle Meat	\$65	1	Topeka	1999
	Wilson Turkey Farm	\$196	3	Topeka	1999
Sumner					
	BAE Systems	\$22,990	165	Wellington	2001
	Conway Springs Locker Srvc.	\$65	1	Conway Springs	1999
	Mayfield Grocery & Locker	\$65	1	Mayfield	1999
	Wellington Quality Meats	\$131	2	Wellington	1999
Thomas					
	Colby Locker	\$65	1	Colby	1999
Trego					
	Mia's Locker	\$131	2	Wakeeney	1999
Wabaunsee					
	Alma Cheese	\$82	1	Alma	2000
Wilson					
	Prestige, Inc.	\$48,759	257	Neodesha	2000
	Browning's Neodesha Meats	\$65	1	Neodesha	1999
Wyandotte					
	Plastic Packaging Corporation	\$7,000	44	Kansas City	2001
	PQ Corporation	\$70,000	73	Kansas City	2001
	Associated Wholesale Grocers	\$40,474	63	Kansas City	2001
	Inland Paperboard & Packaging, Inc.	\$40,000	105	Kansas City	2001
	Garsite LLC	\$49,964	65	Kansas City	2000
	Owens Corning	\$24,196	65	Kansas City	2000
	Bichelmeyer Meat	\$82	1	Kansas City	2000
	Ragan's Meat & Sausage Company	\$246	3	Kansas City	2000
	Sambol Meat	\$65	1	Kansas City	2000
	Siebers Meat	\$131	2	Kansas City	2000
	Harlan Corporation	\$81,425	116	Kansas City	1999
	American Laminates, Inc.	\$100,000	125	Kansas City	1999
	General Motors Corporation Fairfax Plant	\$20,421	605	Kansas City	1999
	Sericol, Inc.	\$50,000	78	Kansas City	1999
	A & K Railroad Materials	\$53,871	91	Kansas City	1999
	Conveyor Technology Group, Inc.	\$12,603	58	Kansas City	1999

61-2

Kansas Industrial Retraining Program Awards
FY 1999 to FY 2001

Kansas Dept. of Commerce and Housing

COUNTY	RECIPIENT	AWARD	JOBS	CITY	FY
Wyandotte (continued)					
	Interconnect Devices, Inc.	\$15,736	77	Kansas City	1999
	HES International, Inc.	\$13,038	21	Kansas City	1999
	Cramer, Inc.	\$42,025	95	Kansas City	1999
	Kansas City Peterbilt, Inc.	\$12,000	53	Kansas City	1999

2.20

**Kansas Industrial Training Program Awards
FY 1999 to FY 2001**

Kansas Dept. of Commerce and Housing

COUNTY	RECIPIENT	AWARD	JOBS	CITY	FY
Barber	Radiofrequency Safety International Corp,	\$9,000	5	Kiowa	2001
	Radiofrequency Safety International Corp.	\$8,290	6	Kiowa	2000
Barton	CPI Qualified Plan Consultants, Inc.	\$45,000	50	Great Bend	2001
Bourbon	Mid-Continental Restoration	\$50,000	50	Fort Scott	2001
	Tower Metal Products LP	\$15,000	18	Fort Scott	2000
	Great-West Life & Annuity Insurance Co.	\$65,000	66	Fort Scott	2000
Brown	Crosswind	\$3,400	26	Sabetha	2001
Cherokee	Jayhawk Fine Chemicals Corporation	\$25,000	20	Galena	2000
	Columbus Custom Molding, Inc.	\$8,400	12	Columbus	2000
	Celltron, Inc.	\$15,600	20	Galena	1999
Clay	R "2" Ltd.	\$8,304	8	Clay Center	2001
Coffey	Rock Creek Woodworks	\$20,000	25	Lebo	2000
Cowley	Energy Plus (dba Strother Mfg.)	\$20,000	20	Winfield	2000
	Good Time Productions, Inc.	\$20,000	20	Arkansas City	2000
	Central Plains Book Mfg.	\$75,000	65	Winfield	2000
	Kan-Pak	\$23,884	23	Arkansas City	1999
Crawford	Hix Corporation	\$10,500	7	Pittsburg	2001
	Miller's Professional Imaging	\$75,000	50	Pittsburg	1999
	Pittsburg Illuminating	\$10,000	14	Pittsburg	1999
Doniphan	Skyjack, Inc.	\$137,579	135	Wathena	1999

12-2

Kansas Industrial Training Program Awards
 FY 1999 to FY 2001

Kansas Dept. of Commerce and Housing

COUNTY	RECIPIENT	AWARD	JOB	CITY	FY
Douglas					
	Allen Press, Inc.	\$65,000	66	Lawrence	2000
	Premier Capital	\$50,000	100	Lawrence	2000
	CAE Vanguard	\$62,129	46	Lawrence	1999
	Brown Cargo Van	\$30,000	22	Lawrence	1999
Ellis					
	Yuasa/EnerSys	\$75,000	115	Hays	2001
	Contact America Inc.	\$65,000	130	Victoria	2000
	A-1 Plank & Scaffold Manuf.	\$40,000	44	Hays	1999
Ford					
	Roto-Mix	\$9,986	5	Dodge City	1999
Franklin					
	EFTC	\$5,876	5	Ottawa	2000
	Mac Fasteners, Inc.	\$8,204	10	Ottawa	2000
Geary					
	Genmar Manufacturing of Kansas	\$75,000	85	Junction City	2000
Gove					
	Formation Plastics	\$13,000	8	Quinter	2001
Grant					
	Santa Fe Trail Dairy, LLC	\$40,000	40	Ulysses	2001
Gray					
	Cimarron Dairy	\$20,000	29	Cimarron	2001
	Hy-Plains Feedyard, L.L.C.	\$27,000	25	Montezuma	2001
Hamilton					
	Hamilton County Dairy, L.L.C.	\$40,000	40	Syracuse	1999
Harvey					
	Full Vision	\$15,000	17	Newton	2001
	Legg Company	\$7,000	6	Halstead	2001
	Hay & Forage Industries	\$80,000	50	Hesston	2000
	Unruh Fab	\$10,000	10	Sedgwick	1999

0.22

Kansas Industrial Training Program Awards
 FY 1999 to FY 2001

Kansas Dept. of Commerce and Housing

COUNTY	RECIPIENT	AWARD	JOBS	CITY	FY
Johnson	Tiippins	\$55,000	121	Overland Park	2001
	Kiewit Industrial Co.	\$67,500	45	Lenexa	2001
	Carter Petroleum Products, Inc.	\$46,000	46	Overland Park	2001
	CFS West Holdings, Inc.	\$91,500	61	New Century	2001
	Rehrig Pacific Company	\$50,000	45	De Soto	2001
	TradeNet Publishing	\$33,600	48	Gardner	2001
	Haake Companies	\$28,000	40	Overland Park	2001
	Wachter Electric	\$38,500	35	Lenexa	2001
	Convergent Label Technologies	\$20,000	24	Lenexa	2001
	Innovative Marketing Strategies, Inc.	\$100,000	300	Overland Park	2001
	LabOne, Inc.	\$55,000	60	Lenexa	2001
	A D Jacobson Holding Co., Inc.	\$80,000	60	Lenexa	2000
	AAFP Foundation	\$10,671	14	Leawood	2000
	Clinical Reference Laboratory	\$10,000	10	Lenexa	2000
	Strasburg-Jarvis, Inc.	\$21,000	14	Lenexa	2000
	AAFP (American Academy of Family Physicians)	\$145,110	324	Leawood	2000
	LabOne, Inc.	\$40,000	40	Lenexa	2000
	cGMP Validation L.L.C.	\$28,000	16	Mission	2000
	Kraft Tool Company	\$24,500	25	Shawnee Mission	2000
	PRG, Inc.	\$63,781	50	Lenexa	2000
	Field House, Inc.	\$16,021	20	Overland Park	2000
	Peripheral Vision Infosystem, Inc.	\$40,000	26	Overland Park	2000
	CellNet Data Services, Inc.	\$56,000	28	Lenexa	2000
	SKC Electric, Inc.	\$75,000	132	Lenexa	2000
	ChoicePoint	\$45,000	30	Overland Park	2000
	Dimensional Innovations, Inc.	\$160,000	97	Overland Park	2000
	FMH Benefit Services, Inc.	\$20,000	16	Shawnee Mission	2000
	Emery Expedite, Inc.	\$86,000	86	Overland Park	2000
	Waddell & Reed Financial, Inc.	\$108,000	92	Overland Park	1999
	LabOne, Inc.	\$40,000	40	Lenexa	1999
	Diversified Consulting Resources, Inc.	\$40,000	20	Overland Park	1999
	RiverPoint, L.L.C.	\$52,000	26	Overland Park	1999
	Tech Parts, Inc.	\$8,500	12	Overland Park	1999
	eScreen, Inc.	\$45,000	35	Overland Park	1999
	Traq-It, Inc.	\$14,000	8	Overland Park	1999
	Laser Cycle, Inc.	\$10,000	20	Lenexa	1999
	Harte-Hanks Kansas City	\$25,923	43	Shawnee	1999
	Gonzales Communications, Inc.	\$20,000	16	New Century	1999
	CyDex	\$22,000	11	Overland Park	1999
	Aldi, Inc.	\$10,000	5	Olathe	1999

1223

**Kansas Industrial Training Program Awards
FY 1999 to FY 2001**

Kansas Dept. of Commerce and Housing

1224

COUNTY	RECIPIENT	AWARD	JOBS	CITY	FY
Johnson (continued)					
	FMH Benefit Services, Inc.	\$38,000	35	Shawnee Mission	1999
	LabOne	\$40,000	40	Lenexa	1999
Kingman	Farrar Corporation	\$35,000	20	Norwich	2000
Labette	Ray Products, Inc	\$7,640	8	Parsons	1999
Lyon	Menu Foods	\$46,000	46	Emporia	2001
	Caterpillar	\$95,000	50	Emporia	2001
	VekteK, Inc.	\$18,000	15	Emporia	2000
Marshall	Landoll Corporation	\$45,000	50	Marysville	2001
McPherson	Abbott Laboratories	\$100,000	116	McPherson	2001
	American Maplan Corporation	\$22,500	15	McPherson	2000
	Clear Creek Transportation	\$15,000	10	McPherson	1999
Miami	Agricultural Community Alliance, Inc.	\$27,000	18	Louisburg	1999
Montgomery	Charloma, Inc.	\$20,000	15	Cherryvale	2000
	Farmland Industries, Inc.	\$95,000	95	Coffeyville	2000
	Innovative Marketing Strategies, Inc.	\$50,000	150	Independence	1999
	KS Aviation of Independence	\$13,000	13	Independence	1999
Osborne	Pork Packers International	\$5,000	5	Downs	1999
Pottawatomie	Andax Environmental Corporation	\$17,234	14	St. Marys	1999
Reno	Portfolio Recovery Associates	\$93,500	85	Hutchinson	2001

**Kansas Industrial Training Program Awards
FY 1999 to FY 2001**

Kansas Dept. of Commerce and Housing

COUNTY	RECIPIENT	AWARD	JOBS	CITY	FY
Riley	Quaker Oats	\$37,722	57	Manhattan	2001
	It's Greek to Me	\$9,000	10	Manhattan	2000
	Cyagra of Kansas, L.L.C.	\$22,000	11	Manhattan	1999
	It's Greek to Me	\$9,000	12	Manhattan	1999
Rooks	Dessin Fourmir, Inc.	\$15,000	10	Plainville	2001
	Classic Cloth, Inc.	\$7,000	7	Plainville	1999
	Dessin Fournir, Inc.	\$8,000	7	Plainville	1999
	Wilkins Manufacturing	\$19,888	15	Stockton	1999
Saline	El Dorado National	\$70,000	67	Salina	2000
	Kasa Industrial Controls, Inc.	\$33,900	22	Salina	2000
Sedgwick	MCI	\$14,729	70	Wichita	2001
	Hayes Company, Inc.	\$70,000	75	Wichita	2001
	NMF America, Inc.	\$30,000	20	Wichita	2001
	ZTM, Inc.	\$24,000	16	Wichita	2001
	Airtechnics, Inc.	\$30,000	30	Wichita	2001
	Chance Coach	\$29,880	57	Wichita	2001
	Printing, Inc.	\$8,000	8	Wichita	2001
	Raging Mouse.com	\$62,000	22	Wichita	2001
	Learjet, Inc.	\$63,299	212	Wichita	2001
	AmeriServe Food Distribution, Inc.	\$36,920	40	Wichita	2000
	Proxy Communications, Inc.	\$100,000	200	Wichita	2000
	Dean & DeLuca	\$13,000	13	Wichita	1999
	Raytheon	\$50,000	200	Wichita	1999
	Royal Caribbean Cruises Ltd.	\$30,000	45	Wichita	1999
Leonard's Metal	\$9,650	34	Wichita	1999	
Shawnee	Josten's	\$6,610	9	Topeka	2001
	Tri-Power Tools	\$8,000	8	Topeka	2001
	Protection One	\$57,200	52	Topeka	2001
	Ritz Camera Centers, Inc.	\$25,000	36	Topeka	1999
	Combs Company	\$15,000	15	Topeka	1999
Thomas	McCarty Dairy	\$13,982	10	Colby	2000

52-6,

Kansas Industrial Training Program Awards
 FY 1999 to FY 2001

Kansas Dept. of Commerce and Housing

COUNTY	RECIPIENT	AWARD	JOBS	CITY	FY
Washington	Linn Post & Pipe, Inc.	\$12,000	8	Linn	2000
Wilson	Prestige, Inc.	\$20,000	18	Neodesha	2001
	Cobalt Boats	\$10,385	20	Neodesha	2000
	Tindle Construction, Inc.	\$6,000	3	Neodesha	1999
	Evergreen, Inc.	\$8,000	4	Neodesha	1999
Woodson	Carlson Welding, Inc.	\$6,000	3	Yates Center	1999
Wyandotte	Kansas City Ingredient Technology	\$14,729	11	Kansas City	2001
	Kansas Speedway	\$130,280	1143	Kansas City	2001
	Mittleman Furniture Co.. Inc.	\$7,500	6	Kansas City	2001
	Garsite LLC	\$12,000	12	Kansas City	2001
	Meridian Automotive Systems, Inc.	\$46,600	40	Kansas City	2000
	International Multifoods Corporation	\$40,000	36	Bonner Springs	2000
	Kansas Speedway Corporation	\$75,000	50	Kansas City	1999

1999-2001

Training Equipment Grant Awards
 FY 1999 to FY 2001

Kansas Dept. of Commerce and Housing

COUNTY	RECIPIENT	AWARD	TRAINEES	CITY	FY
Atchison	Northeast Kansas Area Technical School	\$46,869	100	Atchison	2000
Cowley	Cowley County Community College	\$33,500	100	Arkansas City	2001
	Cowley County Community College	\$48,887	100	Arkansas City	2001
	Cowley County Community College	\$58,275	100	Arkansas City	1999
Finney	Garden City Community College	\$61,369	233	Garden City	2001
	Garden City Community College	\$52,452	230	Garden City	2000
Harvey	Hutchinson Community College AVS	\$32,293	90	Newton	2001
Labette	Labette Community College	\$15,000	14	Parsons	2001
	Labette Community College	\$23,476	30	Parsons	2001
Lyon	Flint Hills Technical College	\$16,200	80	Emporia	2001
	Flint Hills Technical College	\$39,181	110	Emporia	1999
Reno	Hutchinson Community College	\$24,706	60	Hutchinson	2000
	Hutchinson Community College	\$24,706	180	Hutchinson	1999
Saline	Salina Area Vocational Technical School	\$15,190	120	Salina	1999
Sedgwick	Wichita Area Technical College	\$24,785	700	Wichita	2000
	Wichita Area Technical College	\$26,550	300	Wichita	2000
Seward	Southwest Kansas technical School	\$50,136	134	Liberal	1999

1526

Training Equipment Grant Awards
FY 1999 to FY 2001

Kansas Dept. of Commerce and Housing

COUNTY	RECIPIENT	AWARD	TRAINEES	CITY	FY
Shawnee	Kaw Area Technical School	\$46,229	144	Topeka	2001
	KAW Area Technical School	\$64,757	144	Topeka	2000
	KAW Area Technical School	\$75,000	150	Topeka	2000
	KAW Area Technical School	\$74,286	135	Topeka	1999

2001