



**Kansas Senate  
Commerce Committee**

Subcommittee Report  
on Rural Economic  
Development

May 5, 2003

**Subcommittee Members**

Senator Nick Jordan, Chair  
Senator Karin Brownlee,  
Senator Jay Emler  
Senator Janis Lee

Senate Commerce Committee  
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## Rural Economic Development Introduction

Rural communities are very important to the economic strength of Kansas. Our rural communities are facing unique challenges in sustaining a good quality of life.

The agriculture community is struggling due to a drought and stiffer competition not only in the United States, but worldwide as other nations increase their output.

Young people who grow up in rural communities leave to attend college and find career opportunities in urban areas. In many cases it is not only young people, but also middle age or older adults who move to find new economic opportunities.

To address rural development there must be a shift in our thinking. Much of our efforts in rural areas have been focused on attracting manufacturing or commodity production in agriculture. These sectors are obviously important and efforts should continue. However, we must recognize that there are other opportunities.

In most communities the goal of economic development is typically expressed as jobs, jobs, jobs. However, when we probe further, we usually find that the more precise goal is that current residents wish that they, their family, and their friends could more easily find the economic means to remain in the community while achieving an improved standard of living.

Rural economic development is about sustainability. One goal in rural development shall be to help towns to help individuals and families be the best they can be at being themselves and providing for themselves in new, innovative ways.

There are a number of challenges in rural development, including the following:

- ***Commitment to economic development.*** Many rural communities lack expertise for development or a commitment. In some cases there is a reluctance to change. Lack of community infrastructure, leadership and local self-determination are also challenges faced by many rural communities.
- ***Strategic economic development programs vs. one-size fits all programs.*** We have found fragmented policies on all levels between local, state and federal agencies. Better working relationships need to be developed.
- ***Available capital.***
- ***Expertise in finance, production or marketing.***
- ***Collaboration between rural communities.*** Many rural communities and businesses resist working with others within regions to gain expertise, buying power, and marketing advantages.

- *Availability of advanced technology.*
- *Access to both technical and physical assistance.* Many business and community leaders don't know where to go for assistance.

To promote rural economic development we must focus on rural communities as a whole, not just agriculture. Our focus should be on investing in new competitive ventures while appropriately supporting current successful efforts.

The Commerce subcommittee on rural economic development heard from a variety of conferees including the Federal Reserve Bank – Kansas City Center for the Study of Rural America; the Center for Rural Entrepreneurship (affiliated with the Kauffman Foundation); the United States Department of Agriculture (USDA); state agencies; statewide, regional and local economic development agencies; state business development centers and rural entrepreneurs.

The Subcommittee noted that members of Congress, including United States Senator Sam Brownback, have introduced legislation regarding rural development containing the following key elements:

- Repays up to 50 percent of college loans for recent graduates who live and work in rural areas for five years (maximum of \$10,000).
- Provides up to \$5,000 in tax credits for home purchases of individuals who locate there for five years.
- Establishes "Individual Homestead Accounts" with government match for savings.
- Creates rural investment tax credits to target investments in high out-migration counties.
- Establishes a \$3 billion venture capital fund to invest in businesses in high out-migration counties.

Testimony received by the Subcommittee placed an emphasis on agriculture and non-agriculture entrepreneurship as the key to rural development.

In this white paper we shall examine the rural economy, entrepreneurship, recommendations and current rural resources.

## **THE RURAL ECONOMY**

### **National**

#### **Farm Economy (March 2003)**

The farm economy is expected to rebound in 2003. However, competition in export markets and drought related issues could limit recovery. The latest forecast for net farm income reflects a more positive outlook in the crop and livestock industries.

U.S. crop exports are expected to fall well below a year ago, weighing down wheat prices and keeping a lid on corn and soybean prices. However, crop supplies are tight; thus prices are vulnerable to disruptions in production. If the drought lingers, crop production could again be limited, providing support for crop prices but creating cash flow issues for producers with production losses.

The outlook for the livestock industry is also more positive after a difficult year in 2002. Meat and poultry production is forecast lower after excess supplies weighed heavily on the market in 2002. Beef production is expected to fall by the largest margin and is pegged at 3.5 percent below a year ago. Lower meat and poultry production, combined with a stronger export picture, are expected to provide support to livestock prices. Cattle prices have moved higher, but hog prices remain below breakeven levels.

#### **Rural Nonfarm Economy (March 2003)**

As 2002 closed, the rural economy continued its recovery. In December 2002, the number of rural jobs remained slightly above year-ago levels for the second straight month. Rural job growth continued to outpace metro job growth. However, the strength of the recovery appears to have slowed heading into 2003. In December, rural job growth edged down to 0.05 percent above year-ago levels.

Manufacturing and service-producing industries continued to pace the recovery, but their gains showed at year's end. After posting a strong reversal in job growth during the fall of 2002, job growth in the service-producing sector slowed in December. Moreover, the improvement in rural manufacturing activity slowed to end 2002; leaving rural manufacturing jobs 2.5 percent below 2001 levels.

(Source: Center for Study of Rural America – Federal Reserve Bank of Kansas City)

## Kansas

“Last year’s drought cost Kansas farmers and ranchers at least \$1.1 billion in crop losses. The average net income for our family farmers in Kansas was \$10,000. That’s \$35,000 less than needed to cover family living expenses and income taxes. That kind of financial stress doesn’t stay out on the farm. It has a direct effect on Kansas businesses from border to border, small town to metropolis.” - Kansas Secretary of Agriculture Adrian Polansky – February 26, 2003

“Although the Kansas economy, like the national economy, is projected to recover in 2003, the state’s economic recovery is anticipated to be slower than the national economy. “

“Income in the farm sector also is expected to temper the economic recovery in Kansas. Net farm income in Kansas decreased 2.0 percent from \$974.5 million to \$958.2 million in 2001. For this same period, the national net farm income decreased by 5.0 percent. Economic Research Service figures show that net farm income will continue to drop because of low livestock prices. Cattle marketing through the third quarter of 2002 were 7.0 percent above last year, but prices remain well below last year’s levels. Hog prices also are below a year ago. Another factor that is expected to decrease farm income is federal relief, which is not expected to be as significant as last year because crop prices are above the levels needed for deficiency payments to be triggered.”

“Farm employment increased by 0.6 percent in 2002, compared to a 1.9 percent increase in 2001.

(Source: Governors Budget Report – 2003)

### Average Annual Percent Change in Employment 1989-2000

State average:	1.8%
Metro (primarily Wichita/K.C.):	2.4%
Rural Kansas:	1.3

(Source: Center for Study of Rural America – Federal Reserve Bank of Kansas City)

## **A Measure of the Prosperity of Kansas 2001-2002 Strength Index**

The strength index is a composite of three factors; the wealth index, personal income index and the employment index.

### Strength Index

105 county average: 2.45  
maximum value: 4.65  
minimum value: 1.83

#### Top Ten Counties

Johnson:	4.65
Miami:	3.21
Saline:	3.16
Douglas:	3.15
Shawnee:	3.02
Ellis:	3.02
Sherman:	2.99
Sedgwick:	2.91
McPherson:	2.89
Jackson:	2.87

#### Lowest Five Counties

Doniphan:	2.03
Greenwood:	2.01
Elk:	2.00
Woodson:	1.92
Chautauqua:	1.83

(Source: K-State Research and Extension – Department of Agricultural Economics)

### **Building the Rural Economy Through Entrepreneurship Agriculture and Non-Agriculture**

The subcommittee heard the recurring theme that encouraging and supporting the development of entrepreneurs in rural communities is a strategy to pursue. Many rural policymakers nationally have shifted their focus from recruiting existing firms to developing new entrepreneurs. We believe a balanced approach is best. Kansas must continually evaluate current programs and strengthen those that prove successful. However, we must take up the challenge of new strategies in pursuing entrepreneurship.

Put simply, entrepreneurship is the creation of new firms or products. The Kauffman Center for Entrepreneurial Leadership states, “Ultimately, entrepreneurship is the process of uncovering or developing an opportunity to create value through innovation.”

At the community level, entrepreneurs create new jobs, increase local incomes and wealth, improve the quality of life and connect the community to the larger, global economy.

Earnings of self-employed entrepreneurs are almost one-third higher than the earnings of wage and salaried workers. Local entrepreneurs are more likely to reinvest their wealth locally.

After slowing in the 1980's, the growth of self-employed workers in rural areas rebounded in the 1990's, rising to 29% and outpacing growth in metro areas. The average self-employed rural worker reported personal income of roughly \$33,000 compared with \$27,000 and \$30,000 by rural private and government workers.

A recent study by the Kauffman Center for Entrepreneurial Leadership suggests that in excess of 70 percent of the underlying causes of economic growth is tied to the level of entrepreneurial activity. One of the reasons rural America's economy is lagging behind the national economy is due to the lack of entrepreneurial activity. The study concludes that increasing the level of entrepreneurial activity could significantly increase the economic performance of rural economies.

In rural communities, entrepreneurship can be found in both agriculture and non-agriculture activities.

### **Non-Agriculture Entrepreneurship**

The Subcommittee heard from Chuck Comeau, owner of Dessin Fournir in Plainville, Kansas, who is an example of a successful Kansas entrepreneur. The following is a reprint from *Developing Kansas*, a publication of the Kansas Department of Commerce and Housing.

*Custom furniture, designer fabrics, classic lighting, unique gifts, exquisite floral arrangements, and decorative accessories. There are just a few of the business ventures of Plainville native Charles (Chuck) Comeau, an entrepreneur who is gaining recognition and business from dignitaries, celebrities, and every day people throughout the United States and beyond. Indeed, his Dessin Fournir furniture design company...has built furniture for dignitaries such as Vice President Dick Cheney, and celebrities Arnold Schwarzeneger, Sir Elton John, and Janet Jackson. Dessin Fournir furniture collections are featured in 14 show rooms throughout the United States and one in Canada."*

Mr. Comeau testified that he took advantage of a number of State programs including the Kansas Economic Opportunity Initiatives Fund (KEOIF), the Kansas Existing Industry Expansion Program (KEIEP), the Kansas Industrial Training Program (KIT), the Kansas



Industrial Retraining Program (KIR), Enterprise Zone tax credits and exemptions, and the High Performance Incentive Program (HPIP).

Mr. Comeau talked about the importance of the State programs and some concerns or struggles he faced in developing his company in Kansas. Some of these were:

- Lack of knowledge in rural communities of programs available.
- Low property values despite significant investment in capital improvements.
- Lack of marketing resources and expertise.
- Need for Education of local government to assist entrepreneurs.
- Many communities don't seem to have an incentive to go out and look for business.

After hearing from Mr. Comeau the subcommittee heard from Mr. Terry Smith, co-founder of High Plains Bottled Water Company. Mr. Smith talked about a number of practical needs of a start-up entrepreneur. He is a farmer starting a new company. Some of his needs included:

- Information on water bottling regulations.
- Information on how to obtain a patent or trademark.
- Marketing information and assistance with feasibility studies.
- Financing
- Logo design assistance.
- Legal advice.

A couple of recommendations from Mr. Smith include:

- The state should form regional revitalization companies to be a mechanism to provide upstart companies with capital from local investors.
- There should be an active Kansas products promotional program. For instance, if a product is a "Land Of Kansas" product and your gross sales were under \$500,000, no sales tax would be charged for the first five years.

The subcommittee appreciates the many economic development professionals who testified and their ideas. Many recommendations are included at the end of this report. There are a number of successful entrepreneurial stories throughout Kansas.

## **Tourism**

Tourism offers a tremendous opportunity for rural development. Mr. Bill Kurtis and his investment in Sedan are but one example of an entrepreneur, rural development and tourism.

To quote Ms. Marci Penner of the Kansas Sampler Foundation about rural tourism, "More than just an industry, it is a survival tool for a rural community. Historic preservation, specialty shops, a local café with charisma, a mural on the side of a building, this is all tourism."

The Kansas history and heritage, which is so rich in our rural areas, is of interest to travelers. To experience the people and culture of Kansas is interesting. Agri-tourism and eco-tourism are enjoying resurgence nationally. Mr. Mark Drabenstott, Federal Reserve Bank of Kansas City, highlighted agri-tourism as an opportunity for rural areas.

Many times even drawing a few more cars off the highway can produce a significant economic impact. However, there must be a "draw" to the community and marketing to attract the visitor.

Marketing and product development are two pillars of tourism success. We must help rural communities with both. The Attraction Development Grant Program has been successful in product development, but is underfunded. It is also well known that Kansas is last among other States in marketing dollars for tourism.

There is a link between tourism and entrepreneurship, not only with local residents but visitors. The National Federation of Independent Businesses completed a study of entrepreneurs and discovered that a large number had moved to new communities to start their ventures. Over 40% of the entrepreneurs discovered their community while visiting as a tourist (Topeka Capital-Journal, February 23, 2002).

## **Agricultural Entrepreneurship**

We need new economic engines that go beyond commodity agriculture. In the future there will be two agricultures. One based on commodities and one based on products and rural services.

Commodities pose a dilemma for public policy. They remain the overwhelming focus of farm policy, with most government payments flowing to commodity growers.

Despite the \$104 billion spent on farm payments in the 1990's, three of every four farm-dependent rural counties had economic growth below the average for all rural counties, and one of every two lost population.

There are several new frontiers in agriculture. These range from growing crops for pharmaceuticals to selling fresh foods directly to grocery shelves. Within these new opportunities is the movement from independence to interdependence or in forming "product alliances" to tap these markets.

This past fall, the first field of "farmaceutical" corn was harvested in Iowa. The corn was genetically engineered to produce a protein used to manufacture a drug to combat symptoms of cystic fibrosis. Farm costs of growing protein in a field rather than a factory were much lower (farm costs were 7 percent of factory costs). It is estimated that several thousand acres might be needed to meet the market demand, and this is a small market drug. Worldwide, an estimated 400 plant based drugs are currently being developed, with another 1,000 under consideration. This could represent some of the highest value crops ever.

To benefit from the development of pharmaceutical crops, growers will need to take a couple of steps. First they will need to certify farms to quality production protocols, such as ISO 9000. Second, growers will need to foster close business and contractual relationships with firms that process the crops.

We need to make sure there is a connection and joint effort with our life sciences and biosciences research efforts and we must continue to promote our value added programs and new use commodities like ethanol.

The Federal Reserve Bank of Kansas City recommends three key policies that might guide formulation of a new rural policy.

- Focus policy on rural places, instead of only the agricultural sector.
- Focus on encouraging clusters and networks among farmers and rural businesses. Encourage partnering.
- Focus on investing in new competitive advantage strategies for rural regions.

### **The 2003 Legislative Session**

During the 2003 Legislative Session there were initiatives passed to assist rural communities.

- The STAR Bond legislation included language to allow rural communities to use this powerful economic development tool.

- Agri-tourism legislation was passed to assist farmers and ranchers to earn additional income.
- Legislation was passed promoting ethanol use by the State.

### **Recommendations**

The Department of Commerce has instigated and funded through CDBG funds a program called Enterprise Facilitation. There are five pilot programs in Kansas. Each program is made up of multiple counties. Enterprise Facilitation was developed by the Sirolli Institute to create community networks that support entrepreneurial development.

Under the program, volunteer boards of 30 to 50 local residents are responsible for hiring a facilitator to manage a local team and be an informational clearinghouse for local entrepreneurs.

Enterprise Facilitation is a 30 month program during which community leaders identify local entrepreneurs, connect entrepreneurs with resources, create a local environment for entrepreneurs and help them start their own business or expand their business. The goal is to start 10 to 15 new businesses a year in each region. The program is designed to become self sufficient in each area.

The Department of Commerce is evaluating the success of Enterprise Facilitation and has a moratorium on funding any new projects. The Subcommittee is very interested in this program and its value to rural Kansas.

The Subcommittee also recommended the following:

- Form a task force of legislators, state agencies, and stakeholders to develop a long-range approach to rural development in Kansas.
- Encourage, nurture and train leadership in rural communities with a passion for community success and expertise to assist entrepreneurs.
- Examine current federal, state, local and private programs for effectiveness and duplication. To make recommendations as to modifications that could be made to programs to benefit rural communities.
- Develop a clearinghouse, a one stop call center for entrepreneurs to obtain information on resources available. Texas has established a one-stop center for rural development within their department of economic development. Kansas has a first stop center which fulfills much of the same functions, however the center does not just focus on rural development.
- Examine programs to make capital more available to rural entrepreneurs.

Kansas has a micro-loan program, which should be examined and possibly modified.

- Deploy technology. Examine ways to deploy broadband statewide. One conferee indicated that the small, rural companies are deploying broadband but the large phone companies are not. While Kansas is seeing broadband deployment, we should examine ways to speed up deployment in rural communities. Deployment should be within fair competition and beneficial to the consumer. There are a number of ways that states are addressing this issue. Wyoming has combined several infrastructure needs in their Business Ready Community program. Wyoming will invest \$25 million in three years to develop infrastructure, which includes water, sewer and broadband deployment and the money will be distributed through grants and loans to cities and county governments.
- Develop a mechanism that could receive large donations for community projects. Facilitate the creation of a statewide, regional or local foundation that would be able to fund community projects within rural communities.
- Develop stronger working relationships with the Regents system, community colleges and other educational institutions to increase their role in economic development and creating entrepreneurs. Quality education is an important building block.
- Develop a program to encourage the purchase and renovation of downtown buildings in rural communities. Perhaps this could be accomplished by developing heritage districts with special tax breaks.
- Examine state tax and overall policies to reduce barriers for entrepreneurs.
- Examine policies to encourage better rural air transportation.

A better rural economy will benefit all parts of Kansas. We must accept the challenge to develop a vision for rural Kansas. Again the Subcommittee would like to thank all those who participated in the hearings. Our work has just begun.

## Conferees Appearing Before the Subcommittee on Rural Development

**Susan Bittel, Hays, Kansas**

Fort Hays State University Small Business Development Center

**Ray Barmby, Atchison, Kansas**

Business Owner

**Patty Clark, Director**

Agricultural Products Development Division, Kansas Department of Commerce and Housing

**Chuck Comeau, Plainville, Kansas**

Owner of Dessin Fournier of Plainville, Kansas

**Marilyn Graham, Acting Director**

Community Development Division, Kansas Department of Commerce and Housing

**Wally Kearns, Topeka, Kansas**

The Small Business Development Center Program

**Steve Kelly, Director**

Division of Business Development and Deputy Secretary, Kansas Department of Commerce and Housing

**Marci Penner, Inman, Kansas**

Kansas Sampler Foundation

**Glenda Perkis, Atchison, Kansas**

Atchison Area Chamber of Commerce

**Kathryn Richard, Pittsburg, Kansas**

Pittsburg State University Small Business Development Center

**Gary Satter, Valley Falls, Kansas**

Northeast Kansas Enterprise Facilitation Initiative

**Terry Smith, Macksville, Kansas**

Co-Owner and Co-Founder of High Plains Bottled Water Company

**LaVern Squiere, Carol Meyer, JoAnn Knight, Clare Gustoffson**

Western Kansas rural Economic Development Alliance (wKREDA)

## Available Networks for Rural Development

**Arthur Capper Cooperative Development Association (KSU).**

<http://www.agecon.ksu.edu/accc> ACCC ; Dept. of Agricultural Economics; 305 Waters; Kansas State University; Manhattan, Kansas 66506.

**Center for Rural Entrepreneurship.** [www.ruraleship.org](http://www.ruraleship.org) 317 S. 12<sup>th</sup> St.; Suite 200; Lincoln, Nebraska 68508; Phone: (402) 323-7339.

**Center for the Study of Rural America.** Center for the Study of Rural America; Federal Reserve Bank of Kansas City; [mark.drabenstott@kc.frb.org](mailto:mark.drabenstott@kc.frb.org)

**Ewing Marion Kauffman Foundation.** 4801 Rockhill Rd.; Kansas City, Missouri 64110-2046; Phone: 816-932-1000; E-mail: [infor@emkf.org](mailto:infor@emkf.org).

**Kansas Association of Counties.** <http://www.kansascounties.org> 6206 SW 9th Terrace; Topeka, Kansas 66615-3822; Phone: (785) 272-2585; Fax:(785) 272-3585.

**Kansas Cattlemen's Association.** Email [cowsrus@st-tel.net](mailto:cowsrus@st-tel.net) ; Phone: (877) 694-2906 (Toll Free); Fax: (785) 694-2992.

**Kansas Chamber of Commerce and Industry.** <http://www.kansaschamber.org> 835 SW Topeka Blvd.; Topeka, Kansas 66612-1671; Phone: 785-357-6321; Fax: 785-357-4732; E-mail: [kcci@kansaschamber.org](mailto:kcci@kansaschamber.org)

**Kansas Farm Bureau,** <http://acres03.fb.com/fbadvantage/indexks.phtml> 2627 KFB Plaza; Manhattan, Kansas. 66503 ; Phone: (785)587-6000.

**Kansas Livestock Association.** <http://www.kla.org> 6031 S.W. 37th Street; Topeka, KS 66614; Phone: (785) 273-5115; Fax: (785) 273-3399.

**Kansas Rural Development Council.** <http://www.rurdev.usda.gov/nrdp/ks.html> 303 S.W. First American Place, Suite 100; Topeka, Kansas 66604; Phone: 785-271-2770; Fax: 785-271-2719.

**Kansas Sampler Foundation.** Marci Penner; Kansas Sampler Foundation; 978 Arapaho; Inman, Kansas 67546; Phone: (620) 585-2374; E-mail: [marci@exploreKansas.org](mailto:marci@exploreKansas.org).

**Kansas State University.**

**Department of Agricultural Economics,** David Darling; Department of Agricultural Economics; Kansas State University; 216 Waters hall; Manhattan, Kansas 66506-4026; Phone: (785) 532-1512; E-mail: [ddarling@agecon.ksu.edu](mailto:ddarling@agecon.ksu.edu).

**Research & Extension.** <http://www.oznet.ksu.edu/main/directory.asp>

**League of Kansas Municipalities.** <http://www.lkm.org> 300 SW 8th Ave; Topeka, Kansas 66603-3912; Phone: (785) 354-9565; Fax: (785) 354-4186.

**Mid-America Manufacturing Technology Center (MAMTEC).** <http://www.mamtc.com>. Paul Clay; 10561 Barkley, Ste. 602; Overland Park, KS 66212; Phone: (800) 653-4333; Fax: (913) 649-4498.

**North Central Regional Development Association.** <http://www.nckrdc.org/contact.htm>

**Northeast Kansas Coalition of Regional Economic Development.** Gary Satter; Northeast Kansas Enterprise Facilitation Initiative; 318 Broadway; Valley Falls, Kansas; Phone: (785) 945-6292.

**Resource Conservation and Development (USDA).**  
[http://www.nrcs.usda.gov/partners/for\\_communities.html](http://www.nrcs.usda.gov/partners/for_communities.html)

**Small Business Development Centers.** [www.fhsu.edu/ksbdc](http://www.fhsu.edu/ksbdc) Wally Kearns, Director; 214 SW 6<sup>th</sup>; Suite 301; Topeka, Kansas 66603-3719; Phone: (296)6514; Fax (785) 291-3261.

**Travel Industry Association of Kansas.** 300 SW 8<sup>th</sup> Ave.; third Floor; Topeka, Kansas 66603-3912; Phone: (785) 233-9465.

**United States Department of Agriculture (USDA) Rural Development.** Chuck Banks, State Director; USDA Rural Development; 1303 SW First American Place; Suite 100; Topeka, Kansas 66604; Phone: (785) 271-2700.

**Western Kansas Rural Economic Development Alliance (wKREDA).** [www.wkreda.com](http://www.wkreda.com) wKREDA; P.O. Box 192; Hill City, Kansas 67642; Phone:(800) 982-3501.

### **Available Resources/Programs**

**Department of Commerce and Housing.** <http://kdoch.state.ks.us/ProgramApp/index.jsp>  
Kansas Department of Commerce & Housing; 1000 S.W. Jackson Street; Suite 100; Topeka, Kansas 66612-1354; Phone: (785)296-3481.

*Enterprise Facilitation Program* (785) 296-3485.

*Tourism Attraction Grants* (785)296-2009.

**Kansas Technology Enterprise Corporation.** 214 SW 6th, First Floor  
Topeka, Kansas 66603 Phone: (785) 296-5272; <http://www.ktec.com>

#### ***Innovation and Commercialization Corporations***

1. Quest Business Center for Entrepreneurs; Hutchinson, Kansas



<http://www.hutchquest.com>

Richard French

Quest Center

One East Ninth

Hutchinson, KS 67501

Phone: (620) 665-8468 Fax: (620) 665-7619

E-mail: [qbc@hutchquest.com](mailto:qbc@hutchquest.com)

2. University of Kansas Medical Center Research Institute, Kansas City, Kansas

[http://www.kumc.edu/research/kumc\\_ri/kumcri.html](http://www.kumc.edu/research/kumc_ri/kumcri.html)

James Baxendale

KUMC - Research Institute

3901 Rainbow Blvd.

Kansas City, KS 66160-7702

Phone: (913) 588-1495 Fax: (913) 588-5242

E-mail: [jbaxenda@kumc.edu](mailto:jbaxenda@kumc.edu)

3. Lawrence Regional Technology Center, Lawrence, Kansas

<http://www.lrtc.biz>

Matthew P. McClorey

1617 St. Andrews Drive, Suite 210

Lawrence, KS 66047

Phone: (785) 832-2110 Fax: (785) 832-8234

4. Enterprise Center of Johnson County, Lenexa, Kansas

<http://www.ecjc.com>

Joe Kessinger

8527 Bluejacket

Lenexa, KS 66214

Phone: (913) 888-9100 Fax: (913) 888-6928

E-mail: [jkessinger@ecjc.com](mailto:jkessinger@ecjc.com)

5. Mid-America Commercialization Corporation, Manhattan, Kansas

<http://www.ksu.edu/tech.transfer/macc/macc.htm>

Ron Sampson

1500 Hayes Drive

Manhattan, KS 66502

Phone: (785) 532-3900 Fax: (785) 532-3909

E-mail: [macc@ksu.edu](mailto:macc@ksu.edu)

6. Alliance for Technology Commercialization, Pittsburg, Kansas

<http://www.atckansas.com>

Eric Ferrell  
Pittsburg State University  
1501 S. Joplin  
Pittsburg, KS 66762  
Phone: (620) 235-4927 Fax: (620) 235-4030  
E-mail: eferrell@pittstate.edu

7. Wichita Technology Corporation, Wichita, Kansas

<http://www.wichitatechnology.com>  
Patricia L. Brasted  
7829 Rockhill Rd., Suite 307  
Wichita, KS 67206  
Phone: (316) 651-5900 Fax: (316) 684-5640  
E-mail: wtc@wichitatechnology.com

8. Western Kansas Technology Corporation, Great Bend, Kansas

Dick Sidles  
1922 Main  
Great Bend, KS 67530  
Phone: (620) 793-7964 Fax: (620) 792-4850  
E-mail: dsidles@midusa.net