

Kansas Department of Commerce Alvarez & Marsal Efficiency Study Recommendations

**Prepared for the House Commerce, Labor and Economic Development Committee
Room 346-S, The Statehouse
March 7, 2016**

Commerce has reviewed the recommendations made by Alvarez & Marsal in its efficiency study in regards to economic development.

The Department agrees with the recommendation to enhance business-to-business strategies.

- This will allow Commerce's marketing and sales teams to offer services comparable to the private sector.
- These services include research, analysis, matchmaking and others that will support businesses relocating to or growing in Kansas.
- In the short term, more flexibility in the use of existing funds would allow the Department to enhance its business-to-business strategies.
- Over the long term, Commerce would need recurring funding to meet ongoing costs.

The Department opposes the elimination of agency support for the Athletic Commission fee for service operation.

- This funding ensures that the Commission can meet its statutory obligations to oversee the safety and health of combat sports participants.
- The Athletic Commission has worked extensively to reduce costs during the past several years, and is now focused on increasing revenue.
- If benchmarks are hit, the Commission will be self-sufficient in the next two years.

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