



May 18, 2015

Chairman Masterson and Members of the Senate Ways and Means Committee:

As CEO of a company that has diverted resources to Kansas because of the Kansas Bioscience Authority (KBA), I am writing to verify that the KBA is creating investment and jobs in Kansas. The KBA is responsible for Advanced Animal Diagnostics' decision to source manufacturing and open a sales office in Kansas. KBA staff worked to understand our needs and introduce us to Kansas companies, one of whom is now producing key components for one of our products. We have switched sourcing to that Kansas company, who has also prototyped new products. We have expanded the scope of our work with them, and the magnitude will increase significantly with them and other Kansas vendors we are vetting as our company grows. Even the day I learned of your hearing, Tony Simpson, Managing Director of KBA, was making connections that could lead to increased research investment in Kansas. All of this results in more jobs because of KBA.

We were attracted to a sales office in Kansas not only because of the direct efforts of the KBA with AAD, but also because of the KBA's ingoing leadership in amassing a depth and breadth of animal health resources in the region not matched anywhere else in the world. Our staff in North Carolina is paid more than two times the state average salary, and we expect the direct jobs we add in Kansas will be the same high-paying jobs. So the KBA not only creates jobs, it creates high-paying jobs.

In addition to high-value job creation and investment, the KBA benefits Kansas consumers through the products they help bring to market. Because of KBA support, we are helping the dairy industry in Kansas produce more high-quality milk that benefits Kansas consumers. KBA support is also instrumental in our work developing a product to help Kansas feedyards meet consumer protein needs while reducing antibiotic use through precise diagnosis of infection. KBA's crucial role in fostering innovation not only creates high-paying jobs, it improves quality of life for Kansas consumers.

I am disappointed that what has been a forward-thinking model for other states that want to create fundamental change is on the verge of being dismantled. AAD clearly would not be creating new job in Kansas if it were not for the KBA. If your interest is in bettering outcomes for your constituents by creating new, high-paying jobs, increasing the tax base and improving lives through innovation fostered by KBA, I urge you to continue your support for the Kansas Bioscience Authority. Please reject Senate Bill 305.

Sincerely,

A handwritten signature in blue ink, appearing to read 'Joy', is placed below the word 'Sincerely,'.

Joy Parr Drach
President & CEO

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