Approved: Felicuary 17, 1998

MINUTES OF THE SENATE COMMITTEE ON COMMERCE.

The meeting was called to order by Chairperson Alicia Salisbury at 8:00 a.m. on February 16, 1998 in Room 123-S of the Capitol.

Members present: Senators Salisbury, Barone, Brownlee, Donovan, Feleciano, Gooch, Jordan, Ranson, Steffes, Steineger and Umbarger.

Committee staff present: Lynne Holt, Legislative Research Department

Bob Nugent, Revisor of Statutes Betty Bomar, Committee Secretary

Conferees appearing before the committee:

Tom Blackburn, Executive Vice President, Kansas Venture Capital, Inc.

Michael R. Murray, Sprint

Others attending: See attached list

Upon motion by Senator Steineger, seconded by Senator Feleciano, the Minutes of February 13, 1998 Meeting were unanimously approved.

The Chair called the Committee's attention to a letter from the Department of Commerce and Housing stating its concerns about SB 573 and SB 580, the telemarketing bills. (Attachment 1)

SB 487 - privatize Kansas Venture Capital, Inc.

Bob Nugent, Revisor of Statutes, submitted balloon amendments of SB 487, (Attachment 2) together with two different versions of subsection (j). Mr. Nugent explained subsection (j) (Attachment 3) sets forth the agreement with initial payment of \$1 million payable on or before July 31, 1998, and with a provision that the payment obligation of KVCI shall be deferred as to any scheduled payment or portion thereof in the event that the making of such payment would result in the corporation have a book value of less than \$10 million. This language was submitted by corporate counsel of KVCI and reflect the repayment terms supported by its board of directors.

Senator Ranson moved, seconded by Senator Steffes, that subsection (j) be further amended by adding, "Any deferred payment shall be payable on the next scheduled payment date when such amount shall either be paid or further deferred to the next payment date of the payment is still subject to deferral", and that subsection (j) as amended be adopted. The voice vote was unanimous in favor of the motion.

Senator Steffes moved, seconded by Senator Ranson that SB 487 be amended on Page 3, line 30 by striking the date "1985" and inserting in lieu thereof the date "1997"; Page 4, line 10, strike the date "1985" and insert in lieu thereof the date "1997". The voice vote was unanimous in favor of the motion.

Senator Steffes moved, seconded by Senator Ranson that SB 487 be recommended favorable for passage as amended. The recorded voice was unanimous in favor of the motion.

SB 554 - Privatize Ad Astra Funds I and II

Bob Nugent, Revisor of Statutes, submitted balloon amendments to SB 554. (Attachment 4)

Senator Steffes moved, seconded by Senator Donovan, that SB 554 be amended on page 3, line 7 by striking the following: "The provisions of this section, and amendments thereto, shall be applicable to cash investment made in any taxable year commending after December 31, 1985, and prior to January 1, 1998".; line 43 by striking the word "the" and inserting "allowed cash investment for which"; strike the words "which" and the word "for"; Page 4 line 1, strike the words "investments made" and on line 3 strike the words "venture capital". The voice vote was unanimous in favor of the motion.

CONTINUATION SHEET

MINUTES OF THE SENATE COMMITTEE ON COMMERCE, Room 123-S Statehouse, at 8:00 a.m. on February 16, 1998.

Senator Steffes moved, seconded by Senator Ranson that SB 554 be recommended favorable for passage as amended. The recorded vote was unanimous in favor of the motion.

<u>SB 573 - Consumer protection; telephone solicitation</u> <u>SB 580 - Consumer protection; telemarketing fraud and prize notification</u>

The Chair reviewed the issues of the telemarketing bills as heard by the Committee. **SB 573** was introduced at the request of the Direct Marketers Association (DMA) and repeals legislation adopted last year in KSA 50-670, and replaces it with portions of federal regulatory language. **SB 580** would place additional restrictions and requirements on telemarketers and would require additional resources in the Attorney General's office. An additional issue raised during the hearing is unintended consequences of 1997 language pertaining "to any person with whom the telephone solicitor has an existing business relationship."

Senator Ranson moved, seconded by Senator Jordan that a substitute for SB 573 be drafted inserting the provisions of KSA 50-670, and in (2)(C) following the word "relationshp;" add "provided that the solicitor is not an employee or a contract employee of a provider of telecommunications services." The voice vote was in favor of the motion.

Senator Barone moved, seconded by Senator Steineger, to include in the Substitute for SB 573 the language found in SB 573, Page 1, lines 38 and 39, as follows: "after the consumer has had at least seven days to review the goods or services," The voice vote was in favor of the motion.

The Chair deferred final action or further consideration on SB 573 until such time as the Revisor has prepared a Substitute Bill.

The meeting adjourned at 9:00 a.m.

The next meeting is scheduled for February 17, 1998.

SENATE COMMERCE COMMITTEE GUEST LIST

DATE: 2/16/98

NIABAT	DEDDECEMENTS
NAME	REPRESENTING
Bill Sneed	KVC
SUN CORNAT)CCC1
MUKE WOSCILLE	KTEC
RICH RENOIS	Ktec
Doug Former	KTGC KTGC Sprint
Doug Former	DOB
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KANSAS DEPARTMENT OF COMMERCE & HOUSING

February 13, 1998



Bill Graves, Governor Gary Sherrer, Lt. Governor / Secretary

Senator Alicia Salisbury Chairperson Senate Commerce Committee Statehouse, Room 120-S Topeka, KS 66612

Dear Senator Salisbury:

I wish to take this opportunity to share with the Senate Commerce Committee the position of the Kansas Department of Commerce & Housing on Senate Bills 573 and 580. These bills, which seek to increase regulation of call center operations by the State of Kansas, pose some concern for this agency. While we are not opposed to the spirit of this legislation, we would urge approaching this matter with caution.

Lt. Governor/Secretary Gary Sherrer earlier presented to this committee results of a business market study recently completed by an outside consultant. In this study, we have targeted several key industries for the purpose of business recruitment and retention. One of these is the call center industry, which has positive implications for many of our smaller communities. We anticipate they will be a significant component in our longterm, economic development strategy.

If we impose regulations that are too restrictive, our ability to-recruit these companies could be quite limited. This is a very competitive industry, known for making swift relocation decisions. It is a business that can move quickly out of an adverse environment. We are concerned that restrictions beyond those existing in other states may have a negative impact on our ability to attract and retain such projects. The same note of caution also applies to call centers already located within the state.

Senate Commerce Committee

Should you have any questions or concerns regarding these issues, please do not hesitate to contact me at (785) 296-5298. We appreciate your consideration on this matter.

Sincerely,

Steve Ke

Director

Business Development Division

Kansas Department of Commerce & Housing

cc: Lt. Governor/Secretary Gary Sherrer

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Senate Commerce Committee

SENATE BILL No. 487

By Committee on Commerce

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AN ACT concerning Kansas Venture Capital, Inc.; providing a methe redemption of the state's investment therein; amending K.S. 8203 and 74-8303 and K.S.A. 1997 Supp. 74-8205, 74-8206, 7-74-8307 and 74-8401 and repealing the existing sections.

Be it enacted by the Legislature of the State of Kansas:

Section 1. K.S.A. 74-8203 is hereby amended to read as follows: 74-8203. The secretary of the department of commerce is authorized to certify investment in nonvoting preferred stock of Kansas Venture Capital, Inc. in a total not to exceed \$10,000,000 \$5,000,000 by the pooled money investment board as provided in K.S.A. 75-4205, and amendments thereto, under the following terms and conditions:

- (a) When banks, savings and loan associations, individuals, corporations or other entities have invested \$3,500,000 of private, equity capital in voting common stock in Kansas Venture Capital, Inc., the pooled money investment board shall match that amount in nonvoting preferred stock. Subsequent investments by the pooled money investment board shall occur quarterly and shall equal the amount of additional common stock subscribed and called by Kansas Venture Capital, Inc. At no time shall the investment in preferred stock exceed the amount of investment in common stock, at no time shall the investment in preferred stock exceed \$5,000,000 until subscriptions have been accepted for at least \$10,000,000 of common stock, and at no time shall the pooled money investment board's aggregate investment exceed \$10,000,000.
- (b) The nonvoting preferred stock invested in by the pooled money investment board will receive the same rate of dividend and the same rate of capital appreciation at the same time on the same terms as the voting common stock invested in by banks, savings and loan associations, individuals, corporations or other entities.
- (c) Every outstanding share representing the nonvoting preferred stock is assured of being fully repaid to the pooled money investment board before one share of the voting common stock is repaid to any bank, savings and loan association, individual, corporation or other entity. In the event that capital impairment compromises the ability of Kansas Venture Capital, Inc. to repay fully the nonvoting preferred stock, the pooled

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See attached Sub (j) or processed within the state.

(j) On or before July 1, 2003, the board of Kansas Venture Capital, Inc. may redeem the nonvoting preferred stock representing the investment made by the pooled money investment board pursuant to this section. The nonvoting preferred stock shall be redeemed in exchange for a payment of \$5,000,000. Such payment may be made in such installments as the board of Kansas Venture Capital, Inc. deems appropriate. After each installment payment is received, a percentage of the nonvoting preferred stock shall be redeemed proportionally to the percentage of the \$5,000,000 payment made by the board. All such redemption payments shall be made to the pooled money investment board. The pooled money investment board shall remit to the state treasurer all moneys received by or for it from Kansas Venture Capital, Inc. for the redemption of the nonvoting preferred stock. Upon receipt of each such remittance, the state treasurer shall deposit the entire amount in the state treasury to the credit of the public water supply loan fund.

Sec. 2. K.S.A. 1997 Supp. 74-8205 is hereby amended to read as follows: 74-8205. (a) Except as otherwise provided in K.S.A. 74-8207, and amendments thereto, every national banking association, state bank, savings and loan association or insurance company investing in stock issued by Kansas Venture Capital, Inc. shall be entitled to a credit in an amount equal to 25% of the total amount of cash investment in such stock against the tax liability imposed against such taxpayer pursuant to K.S.A. 79-1106 to 79-1116, inclusive, and amendments thereto or K.S.A. 40-252 or 40-2801, and amendments thereto, as the case requires. The amount by which that portion of the credit allowed by this section exceeds the taxpayer's tax liability in any one taxable year may be carried forward until the total amount of the credit is used.

(b) The provisions of this section shall be applicable to investments made in all taxable years commencing after December 31, 1985, and prior to January 1, 1998 until all allowed credits are exhausted.

Sec. 3. K.S.A. 1997 Supp. 74-8206 is hereby amended to read as follows: 74-8206. (a) Except as otherwise provided in K.S.A. 74-8207, and amendments thereto, every taxpayer investing in stock issued by Kansas Venture Capital, Inc. shall be entitled to a credit in an amount equal to 25% of the total amount of cash investment in such stock against the income tax liability imposed against such taxpayer pursuant to article 32 of chapter 79 of the Kansas Statutes Annotated. The amount by which that portion of the credit allowed by this section exceeds the taxpayer's tax liability in any one taxable year may be carried forward until the total amount of the credit is used. If the taxpayer is a corporation having an election in effect under subchapter S of the federal internal revenue code or a partnership, the credit provided by this section shall be claimed by

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the shareholders of such corporation or the partners of such partnership in the same manner as such shareholders or partners account for their proportionate shares of the income or loss of the corporation or partnership.

(b) No taxpayer claiming a credit under this section for cash investment in stock issued by Kansas Venture Capital, Inc. shall be eligible to claim a credit for the same investment under the provisions of K.S.A. 74-8301 to 74-8311, inclusive, and amendments thereto.

(c) The provisions of this section, and amendments thereto, shall be applicable to all taxable years commencing after December 31, 1985, and prior to January 1, 1998 until all allowed credits are exhausted.

Sec. 4. K.S.A. 74-8303 is hereby amended to read as follows: 74-8303. For the purposes of this act, the following terms shall have the meanings provided herein, unless the context clearly indicates otherwise:

(a) "Department" means the department of commerce;

(b) "equity" means all forms of equity such as common stock, preferred stock with or without voting rights and without regard to seniority of equity position, forms of subordinate or convertible debt, or both, with warrants or other means of equity conversion attached, or any other means of financing which meet generally accepted national standards for venture capital investment in the United States;

(c) "Kansas business" means any small business owned by an individual, any partnership, association or corporation domiciled in Kansas, or any corporation, even if a wholly owned subsidiary of a foreign corporation, that does business primarily in Kansas or does substantially all of its production in Kansas;

(d) "Kansas venture capital company" means any for-profit partnership, limited liability company or corporation that has as its primary business activity the investment of funds in return for equity in ventures that are in need of capital for expansion, new product development or similar business purposes and that may be certified by the secretary as meeting the criteria of this act and thus eligible for the tax credit provided in this act;

(e) "secretary" means the secretary of the department of commerce;

(f) "cash investment" means money or its equivalent in consideration for:

(1) An equity interest, such as a general or limited partnership interest, common or preferred stock with or without voting rights and without regard to seniority position, forms of subordinate or convertible debt, or both, with warrants or other means of equity conversion attached; or

(2) a debt instrument, such as a note or debenture, which is unsecured, subordinated to the general creditors of the debtor, and requires no payments of principal (other than principal payments required to be

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(j) The pooled money investment board shall enter into an agreement with Kansas venture capital, inc., by which the board of Kansas venture capital, inc. will redeem and the pooled money investment board will sell the non-voting preferred stock representing the boards investment in Kansas venture capital, inc pursuant to this section. The agreement shall provide that the preferred stock shall be redeemed in exchange for total consideration of \$5,000,000. Such payment may be made in such installments as the board of Kansas venture capital, inc. Deems appropriate. Kansas venture capital, inc. shall make an initial minimum payment of \$1,000,000 payable on or before July 31, 1998. Kansas venture capital, inc. shall continue to make minimum payments of \$1,000,000, or with respect to the last payment, such lesser amount as will permit full redemption of the stock on or before July 31st of each successive year until the entire amount of the stock is redeemed. The agreement shall further provide that the payment obligation of Kansas venture capital, inc. shall be deferred as to any scheduled payment or portion thereof in the event that the making of such payment would result in the corporation having a book value of less than \$10,000,000 or cause the corporation to be in violation of the minimum capital requirements or other provisions of the small usiness investment act of 1958, and amendments thereto, or the rules and regulations thereunder. Any deferred payment shall be payable on the next scheduled payment date, when such amount shall either be paid or further deferred to the next payment date if the payment is still subject to deferral. After each installment payment is received, a percentage of the nonvoting preferred stock shall be redeemed proportionally to the percentage of the \$5,000,000 payment to be made by the corporation. All such redemption payments shall be made to the pooled money investment board. The pooled money investment board shall remit to the state treasurer all moneys received by or for it from Kansas Venture Capital, Inc. for the redemption of the nonvoting preferred stock. Upon receipt of each such remittance, the state treasurer shall deposit the entire amount in the state treasury to the credit of the public water supply loan fund.

Senate Commerce Committee

Date 2-16-98

Attachment # 3

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SENATE BILL No. 554

By Committee on Commerce

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AN ACT concerning the Kansas venture capital company act; reau izing tax credits for cash investments in venture capital funds in w the Kansas technology enterprise corporation or its subsidiaries investor; amending K.S.A. 74-8303 and K.S.A. 1997 Supp. 74-8304 74-8401 and repealing the existing sections.

Be it enacted by the Legislature of the State of Kansas:

Section 1. K.S.A. 74-8303 is hereby amended to read as follows: 74-8303. For the purposes of this act, the following terms shall have the meanings provided herein, unless the context clearly indicates otherwise:

(a) "Department" means the department of commerce;

(b) "equity" means all forms of equity such as common stock, preferred stock with or without voting rights and without regard to seniority of equity position, forms of subordinate or convertible debt, or both, with warrants or other means of equity conversion attached, or any other means of financing which meet generally accepted national standards for venture capital investment in the United States;

(c) "Kansas business" means any small business owned by an individual, any partnership, limited liability company, association or corporation domiciled in Kansas, or any corporation, even if a wholly owned subsidiary of a foreign corporation, that does business primarily in Kansas or does substantially all of its production in Kansas;

(d) "Kansas venture capital company" means any for-profit partnership, limited liability company or corporation that has as its primary business activity the investment of funds in return for equity in ventures that are in need of capital for expansion, new product development or similar business purposes and that may be certified by the secretary as meeting the criteria of this act and thus eligible for the tax credit provided in this act;

- (e) "secretary" means the secretary of the department of commerce;
- (f) "cash investment" means money or its equivalent in consideration for:
- (1) An equity interest, such as a general or limited partnership interest, common or preferred stock with or without voting rights and without regard to seniority position, forms of subordinate or convertible debt, or

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Senate Commerce Committee

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both, with warrants or other means of equity conversion attached; or

(2) a debt instrument, such as a note or debenture, which is unsecured, subordinated to the general creditors of the debtor, and requires no payments of principal (other than principal payments required to be made out of any future profits of such debtor) for at least a seven-year period after commencement of its term;

(3) the purchase of an interest in a Kansas venture capital company from the Kansas technology enterprise corporation.

Sec. 2. K.S.A. 1997 Supp. 74-8304 is hereby amended to read as follows: 74-8304. (a) There shall be allowed as a credit against the tax imposed by the Kansas income tax act on the Kansas taxable income of a taxpayer and against the tax imposed by K.S.A. 40-252 or 40-2801, and amendments thereto, on insurance companies for a cash investment in a certified Kansas venture capital company in an amount equal to 25% of such taxpayer's cash investment in any such company in the taxable year in which such investment is made and the taxable years following such taxable year until the total amount of the credit is used. The amount by which that portion of the credit allowed by this section exceeds the taxpayer's liability in any one taxable year may be carried forward until the total amount of the credit is used. If the taxpayer is a corporation having an election in effect under subchapter S of the federal internal revenue code, a limited liability company or a partnership, the credit provided by this section shall be claimed by the shareholders of such corporation the members of such limited liability company or the partners of such partnership in the same manner as such shareholders, members or partners account for their proportionate shares of the income or loss of the corporation, limited liability company or partnership.

(b) The secretary of revenue shall allow credits that are attributable to not more than \$50,000,000 of cash investments in certified Kansas venture capital companies and certified local seed capital pools allowable pursuant to K.S.A. 74-8401 and amendments thereto, which shall include not more than \$10,000,000 for Kansas Venture Capital, Inc. The credits shall be allocated by the secretary for cash investments in certified Kansas venture capital companies in the order that completed applications for designation as Kansas venture capital companies are received by the secretary. Any certified Kansas venture capital company may apply to the secretary at any time for additional allocation of such credit based upon then committed cash investments, but priority as to such additional allocation shall be determined at the time of such subsequent application. Notwithstanding the provisions of subsection (c), investors in Kansas venture capital companies established after July 1, 1984, which otherwise meet the requirements specified in this act, shall be, upon certification of the Kansas venture capital company, entitled to the tax credit provided

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in subsection (a) in the calendar year in which the investment was made.

(c) No taxpayer shall claim a credit under this section for cash investment in Kansas Venture Capital, Inc. No Kansas venture capital company shall qualify for the tax credit allowed by Chapter 332 of the 1986 Session Laws of Kansas for investment in stock of Kansas Venture Capital, Inc.

(d) The provisions of this section, and amendments thereto, shall be applicable to cash investments made in any taxable year commencing after December 31, 1985, and prior to January 1, 1998] Taxpayers may continue to claim the credits allowed pursuant to K.S.A. 74-8401 until such credits are exhausted.

Sec. 3. K.S.A. 1997 Supp. 74-8401 is hereby amended to read as follows: 74-8401. (a) There shall be allowed as a credit against the tax imposed by the Kansas income tax act on the Kansas taxable income of a taxpayer and against the tax imposed by K.S.A. 40-252 and amendments thereto on insurance companies for cash investment in a certified local seed capital pool an amount equal to 25% of such taxpayer's cash investment in any such pool in the taxable year in which such investment is made and the taxable years following such taxable year until the total amount of the credit is used. The amount by which that portion of the credit allowed by this section exceeds the taxpayer's liability in any one taxable year may be carried forward until the total amount of the credit is used. If the taxpayer is a corporation having an election in effect under subchapter S of the federal internal revenue code or a partnership, the credit provided by this section shall be claimed by the shareholders of such corporation or the partners of such partnership in the same manner as such shareholders or partners account for their proportionate shares of the income or loss of the corporation or partnership.

(b) The total amount of credits allowable pursuant to this section and credits allowable pursuant to K.S.A. 74-8205, 74-8206 and 74-8304, and amendments thereto, shall be attributable to not more than \$50,000,000 of cash investments in Kansas venture capital companies, Kansas Venture Capital, Inc. and local seed capital pools. With respect to the additional amount of cash investments made eligible for tax credits by this act, \$10,000,000 of such amount shall be dedicated and reserved until December 31, 1990, for cash investments in a seed capital fund or funds in which the Kansas technology enterprise corporation, or its subsidiaries, is an investor. The \$50,000,000 amount of cash investments now eligible for the tax credits allowed pursuant to this section and K.S.A. 74-8205, 74-8206 and 74-8304 and amendments thereto shall be reduced to the extent that the total amount of cash investments received by such seed capital fund or funds before January 1, 1991, is less than \$10,000,000. However, any such \$6,012,345 of/the credits which were not claimed for

allowed cash investment

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investments made prior to January 1, 1991, may be allowed to a taxpayer for cash investment made in taxable years prior to January 1, 2000, in the technology based venture-capital company authorized pursuant to K.S.A. 74-8316, and amendments thereto, not to exceed the \$10,000,000 reserved under this subsection pursuant to subsection (f)(3) of K.S.A. 74-8303 and amendments thereto.

- (c) As used in this section;
- (1) "local seed capital pool" means money invested in a fund established to provide funding for use by small businesses for any one or more of the following purposes: (A) Development of a prototype product or process; (B) a marketing study to determine the feasibility of a new product or process; or (C) a business plan for the development and production of a new product or process;
- (2) "Kansas business" means any small business owned by an individual, any partnership, association or corporation domiciled in Kansas, or any corporation, even if a wholly owned subsidiary of a foreign corporation, that does business primarily in Kansas or does substantially all of its production in Kansas.
- (d) No credit from income tax liability shall be allowed for cash investment in a local seed capital pool unless: (1) The amount of private cash investment therein is \$200,000 or more; (2) the moneys necessary to administer and operate the pool are funded from sources other than the private and public cash investments; and (3) funds invested by the local seed capital pool shall be invested at 100% in Kansas businesses.
- (e) Public funds may be invested in a local seed capital pool except that each dollar of public funds, other than that which may be used to administer and operate a pool, shall be matched by not less than \$2 of private cash investment. Public funds shall have a senior position to any private cash investment and may receive a lower rate of return than that allowable for a private cash investment.
- (f) The provisions of this section, and amendments thereto, shall be applicable to all taxable years commencing after December 31, 1986.
- Sec. 4. K.S.A. 74-8303 and K.S.A. 1997 Supp. 74-8304 and 74-8401 are hereby repealed.
- Sec. 5. This act shall take effect and be in force from and after its publication in the Kansas register.