Approved: 1-25-05

#### MINUTES OF THE HOUSE ECONOMIC DEVELOPMENT COMMITTEE

The meeting was called to order by Chairwoman Lana Gordon at 3:30 P.M. on January 18, 2005 in Room 526-S of the Capitol.

All members were present except:

Annie Kuether- excused Todd Novascone- absent

#### Committee staff present:

Kathie Sparks, Kansas Legislative Research Susan Kannarr, Kansas Legislative Research Department Renae Jefferies, Revisor of Statutes Helen Pedigo, Revisor of Statutes Carlene Maag, Committee Secretary

### Conferees appearing before the committee:

Tracy Taylor, Kansas Technology Enterprise Corp Jerry Lonergan, Kansas, Inc. Steve Weatherford, Kansas Development Finance Authority Howard Fricke, Secretary, Department of Commerce

#### Others attending:

See Attached List.

Chairwoman Gordon called the meeting to order on January 18, 2005 at 3:30 p.m. The chairperson reminded the committee members that individual bill requests were due by January 24, and committee bill requests are due by February 2. She then welcomed the presenters.

Tracy Taylor, President and CEO presented an overview of Kansas Technology Enterprise Corporation (KTEC). The primary areas of focus are research, business assistance and investments.

Some highlights of last year are also this year's highlights. The implementation of Kansas Bioscience Authority. Manhattan committed to fund a \$5.5 million wetlabs incubator. This was a great example of partnering with the community. Another example of partnership working effectively is in Lawrence/Douglas County. An incubator has been purchased to support effort that KTEC has had ongoing.

Bioscience was seen as an excellent opportunity for the State of Kansas. We worked very effectively with the administration and the Department of Commerce on the Kansas Economic Growth Act.

Mr. Taylor also presented the committee with additional material relevant to his organization (<u>Attachment 1</u>)

A question and answer session followed the presentation.

Jerry Lonergan presented an overview of Kansas, Inc. The mission of Kansas, Inc is to cooperatively build a strong, diversified economy that promotes new and existing industries. Kansas, Inc. was created by the Legislature in 1986. In 1986, Kansas stepped up and made some exciting decisions. September 1978, was one of the lowest unemployment rates Kansas ever had. (2.8%) In less than four years, September of 1982, that unemployment rate climbed to 7.1%.

The responsibilities of Kansas Inc. is to put forth a proactive research and policy recommendations to insure competitiveness of Kansas for economic growth; to strategic plan for the State of Kansas and to evaluate economic development programs and organizations.

Mr. Lonergan expressed how much his organization appreciated the Legislature buying into the need Kansas has for additional resources for actual research programs. The 2004 Legislature injected \$100,000 for Kansas, Inc research. A commitment was made in return to the Legislature that state funds would not be used until an equal amount was leveraged through: grants, private sector support, partnerships with other agencies, or

#### CONTINUATION SHEET

MINUTES OF THE House Economic Development Committee at 3:30 P.M. on January 18, 2005 in Room 526-S of the Capitol.

in-kind contributions.

The primary project Kansas Inc. accomplished in 2004-05, was to develop a research agenda. The agenda was adopted in March 2004. The agenda included issues that will have substantial impacts on the state in the future. One item on the agenda was statewide travel. (Attachment 2) gives more information about Kansas, Inc.

Mr. Lonergan shared that he had submitted his resignation to Kansas, Inc. and had enjoyed his working relationship with the Legislature.

Steve Weatherford, President of Kansas Development Finance Authority (KDFA) gave an overview about KDFA. KDFA was created by the 1987 Kansas Legislature for the primary purpose of enhancing the ability of the State to finance capital improvements and of improving access to the long-term capital finance markets for State agencies, political subdivisions, public and private organization and businesses. KDFA has two primary parts to its mission statement. The first is to assist state agencies, political subdivisions, public and private organizations in identifying appropriate finance options to structure finances, to fund capital improvements or other borrowing needs to improve and manage access to long-term capital finance markets. The second part of the mission statement is to provide necessary and extensive public issuance and management and administration of the outstanding debt obligations in accordance with IRS and as a rules and regulations and to administer the investments and management of bond proceeds that will gradually be drawn down for the capital improvement projects.

KDFA provides financing through the issuance of both tax exempt and taxable bonds and other debt increments for capital projects and other legislatively authorized purposes and retains and oversees and manages project finance teams comprised of KDFA staff, client borrowers, such as state agencies and university personnel and the public finance professionals.

Some projects KDFA has financed include State building purchases and renovations, loans to beginning farmers, and public water revolving loans. (Attachment 3) gives detailed information.

Two years ago, the division of housing was transferred from the Kansas Department of Commerce and Housing to the KDFA. The Kansas Housing Resources Corporation (KHRA) has four primary areas of emphasis: Home ownership, rental housing, housing with supportive services, and asset management. A pamphlet "Kansas resources Corporation Housing, 2004 Annual Report was given the Committee. This pamphlet can be obtained from the Kansas Resources Corporation Housing, 611 S. Kansas Avenue, Suite 300, Topeka, KS 66603-3803 or <a href="https://www.kshousingcorp.org">www.kshousingcorp.org</a>

Howard Fricke, Secretary of Kansas Department of Commerce gave an overview of the agency activities. Some topics were EDIF Resources, Downtown redevelopment, Kansas 1<sup>st</sup> and STAR Bonds. (<u>Attachment 4</u>) Secretary Fricke mentioned the "Kansas, as big as you think" campaign was well received.

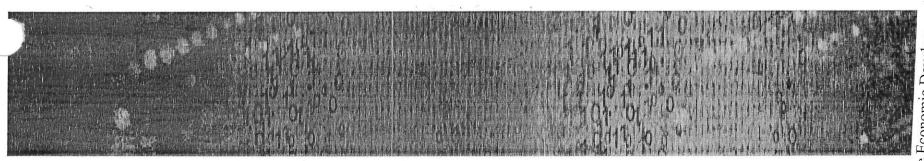
Representative Burroughs made a motion to approve the minutes of the January 11, 2005 meeting. Rep. Hill seconded. Motion passed.

The meeting adjourned at 5 p.m. The next meeting is scheduled for January 20, 2005.

## HOUSE ECONOMIC DEVELOPMENT COMMITTEE GUEST LIST

DATE: 1-18-05

NAME	REPRESENTING
- the Kells	Colnherca
Patty Clark	Comperca
Secretary Hourd Fricke	Commerce
LARRIP BAER	Ckin
Don Schnack	16s. Inc.
Patti Bossert	KS, Inc.
KEN DAVIEL	MIDWAT WHOLESME, KCHE
Dan Schmissen	KTEC
Translander	*T FC
Kevin Can	KIKC
Non Seeber	Skinhan Firm
JEORGICANOAN	Karsan Inc
Stere John son	Kansas Gas Service
James Bartle	Augh. of Phevenine
Sean Tomb	Kaysas, Iyc
Stophanie Zuchanan	1008
Richard Somning	Kenney & Assil
Matthew Goddard	Heartland Community Bankers Assoc

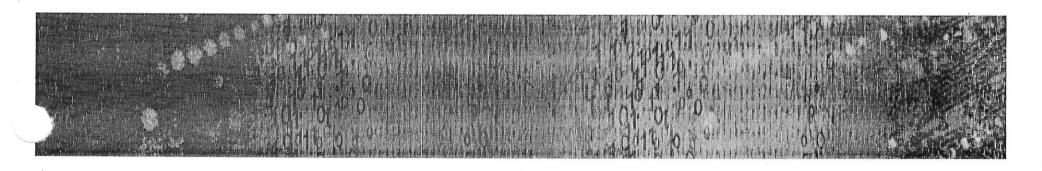


House Economic Development



KANSAS TECHNOLOGY ENTERPRISE CORPORATION CORPORATION

# Tracy B. Taylor KTEC President & CEO



- ... an outcome of the Redwood-Krider report, a study conducted in 1986 that emphasized the need to strengthen the Kansas economy by focusing on entrepreneurship and technology-based economic development.
- ... governed by a 20-member, industry-led board of directors comprised of stakeholders representing the legislature, government, universities and the private sector.
- funded by the Economic Development Initiatives Fund, which consists of revenues from the Kansas Lottery & Gaming Commission.



# KTEC Areas of Focus

### Research

#### Centers of Excellence

- HBC, Univ. of Kansas
- ITTC, Univ. of Kansas
- · NIAR, Wichita St. Univ.
- · AMI, Kansas St. Univ.
- KPRC, Pittsburg St. Univ.

Experimental Program to Stimulate Competitive Research (EPSCoR)

Small Business Innovation Research (SBIR) assistance

## **Business Assistance**

#### Incubators

- NISTAC, Manhattan
- · LRTC, Lawrence
- · ECJC, Lenexa
- KUMCRI, Kansas City
- · ATC, Pittsburg
- WTC, Wichita
- · WKTC, Great Bend
- · Quest, Hutchinson

Mid-America Manufacturing Technology Center (MAMTC)

### Investments

Applied Research Matching Fund (ARMF)

Technology
Commercialization Seed
Fund (TCSF)

Kansas Angel Investor Tax Credit Program

1975年1997年1979日



# Technology Commercialization Life Cycle

Basic Research Fundamental Science Strategic Research Idea Conceptual Risk Proof of Concept

Technical Feasibilit

**Applied** Research Project

Innovation

- Development Risk
- Market Risk
- Management Risk

Growth Risk

Start-up Company

> Seed Capital

- Market Risk Management Risk

Growth Risk

Roll-out Product

Venture Capital

- Development Ris
- Growth Risk

Working Capital Infusion

Mezzanine Capital

· Growth Risk

Successful Commercial Venture

**KTEC™** 

Commercialization

Innovation &

Corporations

EPSCoR Commercialization Corps. MAMTC -Centers Industrial Liaison SBIRI SBIR Bridge SBIR II Applied Research Matching Fund Awards Federal ----- CAPITAL GAP -----ICC Pre-Seed KVCI



# Technology-Based Economic Development Initiatives

### So What?

- Emerging entrepreneurial growth companies are responsible for 67% of new jobs (more in economic downturns) and 95% of all radical innovations since WWII \*
- Created 2/3 of all net new jobs in the '90s \*
- Jobs created by tech companies pay about \$50,000 two times the average salary of non-technology jobs (approx. \$26,000)
- Reduces brain drain
- Diversifies tax base
- A region's economic prosperity is closely tied to its entrepreneurial capacity \*
- Entrepreneurial companies seek talent, capital, networks and infrastructure \*
   National Commission on Entrepreneurship, 2001

## **Life Sciences Initiative**

- Kauffman and Stowers foundations (collectively worth about \$5B)
  - Focused on life science and entrepreneurial habitat
- Government research funding focused on IT, life sciences and nanotechnology
- Kansas Economic Growth Act (KEGA) Kansas Bioscience Initiative



# FY2005 Highlights

- Implementation of Kansas Bioscience Authority
- Implementation of Angel Investment Tax Credit
- Manhattan approves/funds \$5.5 million wetlabs incubator
- Lawrence / Douglas County fund local incubator



# KEGA Update

- In July 2003, KTEC facilitated discussion of Kansas' needs in the area of bioscience.
- Performed and commissioned extensive research on what had worked in other areas of the country.
- Worked with legislative leadership to craft the eventual legislation.
- Testified extensively before committees in the House and Senate.



# Kansas Economic Growth Act

- Bioscience Initiative (KTEC)
  - Established Kansas Bioscience Authority
  - Created Emerging Industry Investment Act
- Entrepreneurship Initiative (KDOC)
  - Established Kansas Center for Entrepreneurship



# KEGA Update

# KTEC's Assistance to the BioAuthority:

- Leveraging existing infrastructure
- Assisted in identifying ideal candidates for the BioAuthority Board
- Facilitated inaugural activities of the BioAuthority
- Currently facilitating Business Planning process, at the request of the BioAuthority
- Working on revenue issues that impact BioAuthority



# KTEC SUPPORTOF! BIOSCIENCE INTRATIVE

- KTEC has also founded the Kansas
  Bioscience Organization (KansasBio), a
  bioscience trade association that will
  advocate for the industry and complement the
  BioAuthority's efforts.
  - Helped to identify potential board members
  - Provided initial funding to set up organization and build website
  - Providing administrative support to ensure successful foundation



# RIEC SUPPORT OF BIOSCIENCE INITIATIVE

- Roadmap for the Biosciences: KTEC has contracted with New Economy Strategies (NES) to help Kansas:
  - Identify its bioscience strengths
  - Prioritize its efforts to capitalize on those strengths
  - Help spread the word throughout Kansas about the biosciences and their impact on the economy



# KEGA SUPPORT OF BIOSCIENCE INITIATIVE

# ROADMAP PROCESS

- SUMMITS: In October of 2004, KTEC and NES held six prosperity summit-style meetings throughout the state.
- HOT TEAMS: From the data collected during the summit process, we have identified six areas where Kansas has the best chance of success in the bioscience industry.
  - These areas will be further studied by "Hot Teams."
  - Hot Team Orientation/"Kick Off", January 21, 2005.
- ROADMAP: Final "Roadmap" or strategic plan, scheduled for completion in early May 2005.



# National Institute for Strategic Technology Acquisition & Commercialization

- Jointly sponsored by KTEC, Kansas State
  University, the KSU Foundation and Mid-America
  Commercialization Corporation, a KTEC
  incubator
- Leads the nation in acquisition and management of patent donations
- Portfolio includes nearly 500 patents in more than 30 fields of technology





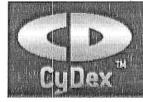




# KTEC Client Companies



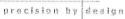




KNOWLEDGE COMMUNICATION











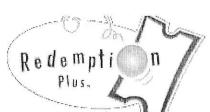


Serving Customer Needs Through Advanced Chemistry





















# Representative Olient: CyDex Pharmaceuticals

- Located in Overland Park
- Produces Captisol, which makes insoluble drugs soluble
- Has created 31 Kansas jobs
- Has licensed Captisol to Merck, Pfizer, Teva and more. Pfizer received 2 FDA approvals for Captisol-enabled drugs in the last year
- Was spun out of research done at the Higuchi Biosciences Center, a KTEC Center of Excellence at University of Kansas



# Répresentative Olient: NanoScale Materials

- Located in Manhattan
- Produces a line of reactive nanoparticle materials that improve chemical reactivity, called NanoActive materials
- Has created 30 Kansas jobs
- NanoActive materials have diverse applications for commercial and military use
- Has been assisted by Mid-America Commercialization Corporation, a KTEC incubator in Manhattan





**FY99** 

\$14,213,000

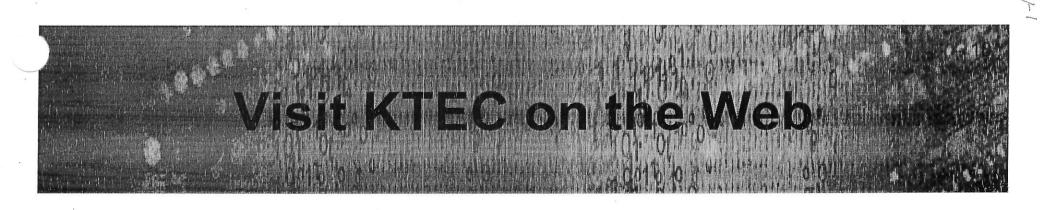
FY06 Recommended

\$11,911,056

**Net Change** 

(16.2%)

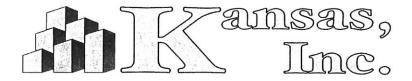




# www.ktec.com

- View KTEC annual report
- Sign up for KTEC's e-mail newsletter
- Find out more about KTEC programs
- View interactive map of Kansas and the companies the KTEC network has helped





## Kansas House Committee on Economic Development

Jerry Lonergan Room 526-South Kansas Statehouse Tuesday: January 18, 2005



# Kansas, Inc. Mission

... to cooperatively build a strong, diversified economy that promotes new and existing industries.

Januray 18, 2005

Kansas House Economic Development Committee



# Kansas, Inc. Organization

- Created by 1986 Legislature
- 17 member Board of Directors defined in statutes by leadership title or industry sector
- For example: aviation, professional and business services, oil and gas, finance, agriculture, and labor
- Governor, Secretary of Commerce, Legislative Leadership, Board of Regents
- Co-chairs Governor and Private Sector Representative

Januray 18, 2005

Kansas House Economic Development Committee

3



# Kansas, Inc. Responsibilities

- Proactive research and policy recommendations to insure competitiveness of Kansas for economic growth
- Strategic Planning for the State of Kansas
- Evaluation of economic development programs and organizations

Januray 18, 2005

Kansas House Economic Development Committee



# Kansas, Inc. Research Resources

- 2004 Legislature injected \$100,000 for Kansas, Inc. research
- Commitment was made that state funds would not be used until an equal amount was leveraged through: grants, private sector support, partnerships with other agencies, or in-kind contributions

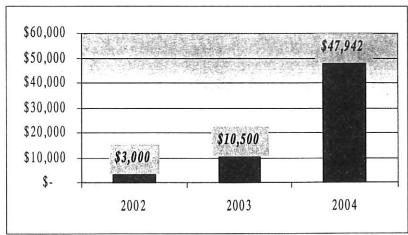
Januray 18, 2005

Kansas House Economic Development Committee

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# Kansas, Inc. Outside Funding



Januray 18, 2005

Kansas House Economic Development Committee



### Activities 2004

- President served as Co-Chair Governor's Wind and Prairie Task Force
- Film Industry Reports and Recommendations (final report to be released this week)
- Business Taxes and Costs Comparison
- Internal Research annual report, grants and loans, vitality and distress, tax credit assessment
- Research Agenda for 2004-2005

Januray 18, 2005

Kansas House Economic Development Committee

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# Research Agenda

- Statewide travel one-on-one with board members and dialogue with other Kansans
- Research Agenda board discussion at two Kansas, Inc. meetings
- Adopted in March 2004

Identification of issues that will have substantial impacts on the state in the future.

Januray 18, 2005

Kansas House Economic Development Committee



# Economics of Aging and Minority/Immigrant Populations

Importance = they are the *major* demographic trends directly impacting Kansas's future

- 90 Kansas counties share of population over 65 is greater than national average (12.4%)
- In 1990's the 8.5% population growth driven by a 60% increase in non-white population

Januray 18, 2005

Kansas House Economic Development Committee

(



# Population Studies, continued

- Understand the economies of these groups differences/similarities to existing systems
- Develop trends and how this growth will impact Kansas
- What business opportunities exist as a result of these trends

Januray 18, 2005

Kansas House Economic Development Committee



# Agricultural Commodities Future

- International competition government assistance; lax to no environmental regulations; low to slave labor costs
- Terrorism impact Kansas crops or markets
- Assess how real the challenges are and what steps Kansas takes *now* to address them

Januray 18, 2005

Kansas House Economic Development Committee

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# Entrepreneurship Center Biosciences Authority Evaluation Plans

- Assigned statutory responsibilities for evaluation of these two major initiatives
- Goal is to incorporate evaluation into planning from start (away from finger pointing to useful management tools)
- Concept supported by KTEC and KDOC leadership – proposals being developed

Januray 18, 2005

Kansas House Economic Development Committee



# Internal Research Projects

- Workforce Issues
  - Local industry trends (rural and urban job mix)
  - Emerging issues adequacy of demographics to meet job needs
  - Ongoing interaction with KDOC's Kansas 1<sup>st</sup> team and members research requirements.
- Economic Development and Tax Initiatives in other States – monitor and track
- Venture Capital Primer update and improve past document
- Economic Impacts CO<sub>2</sub> Sequestration and Coal-bed Methane

Januray 18, 2005

Kansas House Economic Development Committee

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# **Program Evaluation**

- Adopt evaluation planning model developed for Entrepreneurship Centers and Biosciences Authority
- Initiate Program (with KDOC and KTEC) to apply this model to all economic development programs
- Formal ongoing process monitoring and evaluating economic development programs

Januray 18, 2005

Kansas House Economic Development Committee



# Indicators of the Kansas Economy (IKE)

Goal – Develop a standard set of economic variables that help explain the current status of the Kansas economy

- Variables that a broad audience of interested participants agree help describe the economy
- Establish a protocol to update and keep current the variables and on a quarterly basis provide interpretation of the information

Januray 18, 2005

Kansas House Economic Development Committee

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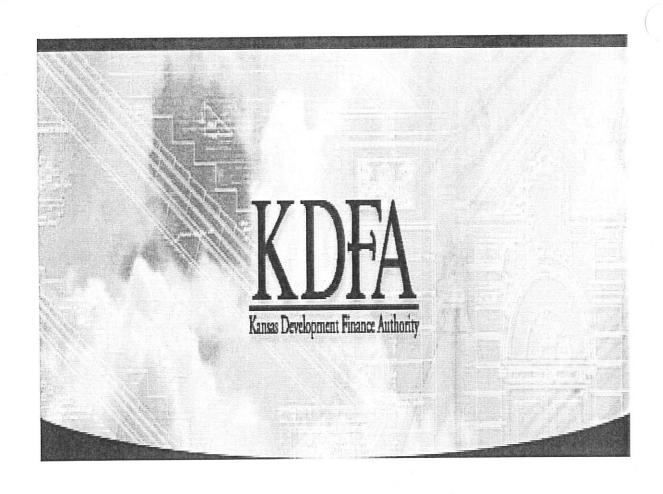


# Thank you

Information on Kansas, Inc. activities and reports are available at our web site <a href="https://www.kansasinc.org">www.kansasinc.org</a>

Januray 18, 2005

Kansas House Economic Development Committee



# SUMMARY OF BONDS ISSUED FY 2004



Kansas Development Finance Authority ("KDFA") is an independent instrumentality of the State of Kansas and a public body, politic and corporate, exercising essential public functions pursuant to K.S.A. 74-8901 *et. seq.*, as amended and supplemented. KDFA was created by the 1987 Kansas Legislature for the primary purpose of enhancing the ability of the State to finance capital improvements and of improving access to the long-term capital finance markets for State agencies, political subdivisions, public and private organizations and businesses. Toward this end, the Authority structures financing for capital projects and programs through the issuance of taxable and tax-exempt bonds or other types of debt instruments. These securities are sold to the capital markets comprised of institutional and retail investors. The Authority also serves as a source of information on capital finance mechanisms available to State and local governments, and to certain private enterprises.

KDFA is authorized and empowered to acquire, mortgage and dispose of real and personal property and to issue revenue bonds and various other debt instruments, subject to certain restrictions, for the purpose of financing agricultural business enterprises, capital improvement facilities, educations facilities, health care facilities, housing developments, industrial enterprises, research facilities and Kansas basic enterprises. Projects KDFA has financed include State building purchases and renovations, State lease-purchases of equipment, loans to beginning farmers, public water revolving loans, pollution control revolving loans, university projects and job training needs for Kansas businesses.

Bonds and other debt instruments issued by KDFA are special obligations of the Authority payable solely from, and secured by a lien on, the proceeds, monies, revenues, rights, interest, titles and/or mortgages pledged under the indentures and resolutions authorizing each particular financing transaction. The State of Kansas is not obligated to pay debt service on the bonds, and neither the faith and credit nor the taxing power of the State of Kansas is pledged to the payment of principal, redemption premium, and interest on the bonds or other financing instruments.

During Fiscal Year 2004, KDFA closed forty three (43) transactions which includes twenty seven (27) Beginning Farmer loans and represents \$714,648,806 of long term capital financing. In addition we have and continue to monitor interest rates and as a result of declining interest rates, we have aggressively refunded bond issues in order to lower the cost of borrowing by a net present value savings of \$2,111,415.

#### BOND DEBT CATEGORIES

It is important to note, that pursuant to K.S.A. 74-8907, all bonds issued by KDFA must plainly state on their face that the bonds are obligations only of the Authority, and that, in no event, shall the bonds constitute an indebtedness of the State of Kansas or an indebtedness for which the faith and credit or taxing power of the State is pledged.

The bonds KDFA issues can generally be grouped into four categories depending on the underlying debt service structure:

**State General Fund Appropriation Bonds**: Debt service for these bonds is subject to an appropriation from the State General Fund.

Example: Bonds issued to finance improvements to the State Capitol Building.

**State Pledge of Revenues Bonds:** Debt service for these bonds is also subject to a legislative appropriation, but the appropriation is typically supported in whole by an underlying pledge of revenue from the borrower.

Example: Bonds issued to finance a university parking garage or dormitory—the revenues of the parking garage or dormitory are pledged to debt service the bonds. There is no expectation that any State General Fund revenues would ever be used to debt service these bonds.

**Revolving Loan Fund Bonds**: Debt service for these bonds are comprised of revenues pledged pursuant to Loan Agreements entered into between the Program Provider and the ultimate Borrowers. The Program Provider then enters into a Pledge of Revenues Agreement with KDFA pledging all moneys received pursuant to the Loan Agreements to KDFA to pay debt service on the bonds. No State General Fund Revenues are used in these programs.

Example: KDFA issues bonds to finance the Public Water State Revolving Loan Fund Program administered by the Kansas Department of Health & Environment ("KDHE"). KDHE uses the proceeds to offer below-market loans to municipalities and other political subdivisions who borrow the money to make infrastructure improvements to their municipal water systems. The repayments pursuant to the Loan Agreements are pledged by KDFA to the bondholders to pay all principal and interest on the bonds.

**Private Activity Bonds**: Debt service for Private Activity Bonds, which may be issued to assist a private borrower obtain access to the long-term capital finance markets, is also comprised of revenues of the financed project, pledged pursuant to some type of Loan Agreement. NO STATE FUNDS OF ANY TYPE ARE EVER PLEDGED OR USED TO DEBT SERVICE A PRIVATE ACTIVITY BOND ISSUE. (Subject to specific legislative authorization, e.g., the "Boeing Bill" whereby a private entity may be allowed to recapture certain withholding or other revenue to use as reimbursement for debt service payments, as may be authorized by the legislature)

Example: KDFA issues bonds, purchased by the capital markets, and lends the proceeds to a hospital who uses the proceeds to make hospital system improvements.

# Kansas Development Finance Authority Private Activity Refunding Revenue Bonds Martin Creek Place Project Series 2003B-1 & B-2

These Bonds were issued for the purpose of refunding to achieve savings on certain bonds (the "Series 1993 E Bonds") previously issued by the Kansas Development Finance Authority to finance the construction of a nursing and residential care facility by Luther Gardens, Inc., a Kansas nonprofit corporation, to finance certain additional improvements to the Facility, and to pay certain costs of issuance of the Bonds.

Principal Amount:

\$5,670,000

Dated Date:

November 19, 2003

Principal Maturity Dates:

Series 2003 B-1: Term Bonds due May 20, 2013, May 20, 2023 & May 20, 2034

Series 2003 B-2: Term Bonds due May 20, 2005

Net Interest Cost:

5.852437%

Call Features:

Redemption Dates	<u>Price</u>
2003 B-1 – May 20, 2013 through May 19, 2014	105%
May 20, 2014 through May 19, 2015	104
May 20, 2015 through May 19, 2016	103
May 20, 2016 through May 19, 2017	102
May 20, 2017 through May 19, 2018	101
May 20, 2018 and thereafter	100

2003 B-2 Bonds are not subject to optional redemption.

Type of Sale:

Negotiated

Underwriters:

Stern Brothers & Co, Kansas City, Missouri

Bond Counsel:

Gilmore & Bell, Kansas City, Missouri

Bond Registrar and

Paying Agent:

UMB Bank, Kansas City, Missouri

# Kansas Development Finance Authority Private Activity Multifamily Housing Revenue Bonds Luther Place Apartments Project Series 2003F

These Bonds were issued for the purpose of financing the cost of rehabilitation of an existing 199 unit elderly affordable housing complex to be operated as Luther Place I & II Apartments located in Topeka, Kansas and related improvements and equipment to be used for public housing purposes. The project includes an agreement with HUD for interest reduction payments, and Housing Assistance payments.

Principal Amount:

\$7,193,000

Closing Date:

September 25, 2003

Principal Maturity Date:

November 1, 2035

Net Interest Cost:

6.95%

Call Features:

Optional Redemption on any business day

Type of Sale:

Private Placement

Underwriters:

Merrill Lynch, Pierce Fenner & Smith, Inc.

Bond Counsel:

Gilmore & Bell P.C. - Kansas City, Missouri, & Wichita, Kansas

Bond Trustee:

UMB Bank, N.A. - Kansas City, Missouri

ouri

#### Kansas Development Finance Authority Revenue Bonds

### Kansas Public Employees Retirement System Series 2003H

These bonds were issued for the purpose of (a) funding a deposit in an amount equal to \$14,014,547 to the Kansas Public Employees Retirement System ("KPERS") for the purpose of financing a portion of the unfounded actuarial pension liability of KPERS related to persons formerly employed in the Board of Regents system designated as special members of KPERS pursuant to K.S.A. 74-4925 (the "Board Deposit"), (b) funding a deposit in an amount equal to \$24,900,000 to KPERS for the purpose of financing a portion of the unfunded actuarial pension liability of KPERS related to persons entitled to benefits pursuant to the provisions of K.S.A. 74-49,109 (the "Thirteenth Check Deposit," together with the Board Deposit, the "Deposits"), (c) providing an interest reserve for the Series 2003H Bonds and (d) paying cost of issuance, including the Bond Insurance premium, for the Series 2003H Bonds.

Principal Amount:

\$40,250,000

Dated Date:

August 27, 2003

Closing Date: September 9, 2003

Principal Maturity Dates:

Annually – September 1, 2004 through September 1, 2013

Net Interest Cost:

4.6331406%

Call Features:

The Series 2003H Bonds are not subject to redemption prior to maturity, except

in the event of an Event of Default under a Pledge Agreement.

*Type of Sale:* 

Negotiated

Underwriters:

UBS Financial Services Inc, Bear, Stearns & Co Inc, AG Edwards & Sons, Inc,

RBC Dain Rauscher, US Bancorp Piper Jaffray, George K Baum & Company

Bond Counsel:

Gilmore & Bell P.C., Wichita, Kansas and Kansas City, Missouri

Bond Registrar and

Paying Agent:

Office of the State Treasurer, Topeka, Kansas

Financial Advisor:

Columbia Capital Management, Mission, Kansas

### Kansas Development Finance Authority Revenue Bonds

#### State of Kansas Projects Series 2003 J

The 2003J-1 Bonds, \$34,100,000, were issued for the purpose of financing the costs of certain energy improvement projects for institutions governed by the Board of Regents of the State of Kansas, specifically the University of Kansas Medical Center and Kansas State University.

The 2003J-2 Bonds, \$6,135,000, were issued for the purpose of providing funds to refinance the costs of renovation, reconstruction and repair of certain Kansas Army National Guard Armories.

Principal Amount:

\$40,235,000

Dated Date:

August 1, 2003

Closing Date: August 8, 2003

Principal Maturity Dates:

Annually on August 1, 2005 through August 1, 2024

Net Interest Cost:

4.4907493%

Call Features:

Redemption Dates

Price

August 1, 2013 and thereafter

100%

Type of Sale:

Negotiated

Underwriters:

Banc of America Securities, LLC

Fahnestock & Co, Inc

Edward D Jones & Co, LP

Bond Counsel:

Bryan Cave LLP, Kansas City, Missouri

Bond Registrar and

Paying Agent:

Office of the State Treasurer, Topeka, Kansas

# Kansas Development Finance Authority Private Activity Health Facilities Revenue Bonds Hays Medical Center, Inc. Series 2003L

These bonds were issued for the purpose of financing the cost of a hospital capital improvement project, including reimbursement to the Corporation of prior capital expenditures and to fund a Debt Service Reserve Fund for the Bonds and to pay certain expenses incidental to the issuance of the Bonds.

Principal Amount:

\$16,425,000

Dated Date:

November 1, 2003

Principal Maturity Dates:

Term Bonds Due November 15, 2028 & November 15, 2033

Net Interest Cost:

5.2989%

Call Features:

Redemption Dates

Price 100%

November 15, 2013 and there after

Type of Sale:

Negotiated

Underwriters:

US Bancorp Piper Jaffray Inc, Kansas City, Missouri

Bond Counsel:

Gilmore & Bell PC, Kansas City, Missouri

Bond Registrar and

Paying Agent:

Commerce Bank, National Association, Kansas City, Missouri

#### Kansas Development Finance Authority Revenue Bonds

#### State of Kansas Projects Series 2004A

The Series 2004A-1 Bonds were issued for the purpose of financing renovations and repairs to state hospital facilities operated by the State of Kansas Department of Social and Rehabilitation Services.

The Series 2004A-2 Bonds were issued for the purpose of providing funds to finance the construction, equipping, furnishing, renovation, reconstruction and repair of the Kansas State Fairgrounds in Hutchinson, Kansas.

The Series 2004A-3 Bonds were issued for the purpose of financing the acquisition of a vehicle inspection facility currently leased by the Kansas Highway Patrol.

The Series 2004A-4 Bonds were issued for the purpose of providing funds for a multi-phased program to finance the costs of renovation, reconstruction and repair of certain Kansas Army National Guard Armories.

Principal Amount:

\$50,730,000

Dated Date:

March 4, 2004

Principal Maturity Dates:

Serial Bonds mature annually beginning April 1, 2005 through April 1, 2024

Net Interest Cost:

3.8879890%

Call Features:

Redemption Dates

Price

On or after April 1, 2014, but prior to April 1, 2015

101%

On or after April 1, 2015

100%

Type of Sale:

Negotiated

Underwriters:

Piper Jaffray & Co, AG Edwards & Sons Inc, Oppenheimer & Company Inc, &

Edward D Jones & Co LLP

Bond Counsel:

Bryan Cave, Kansas City Missouri

Bond Registrar and

Paying Agent:

UMB Bank, N.A., Kansas City Missouri

# Kansas Development Finance Authority Private Activity Variable Rate Demand Multifamily Housing Revenue Bonds Springhill Apartments Project Series 2004B

These bonds were issued on behalf of SH APTS, LLC for the purpose of acquisition and rehabilitation of a 176 unit housing development located at 8701 West 121<sup>st</sup> Terrace in Overland Park, Johnson County, Kansas.

Principal Amount:

\$9,285,000

Dated Date:

May 13, 2004

Principal Maturity Date:

May 1, 2040

Net Interest Cost:

VR

Call Features:

Bonds are subject to redemption and payment prior to maturity, at the option of and upon written instructions from the Borrower with the prior written consent of the Credit Enhancer, in whole at any time or in part on any Interest Payment Date, in Authorized Denominations, at the principal amount thereof, without premium, plus accrued interest to the redemption date, from proceeds of a

payment under the Credit Facility

Type of Sale:

Negotiated

Underwriters:

Banc of America Securities LLC

Bond Counsel:

Gilmore & Bell, P.C., Kansas City, Missouri

Bond Registrar and

Paying Agent:

UMB Bank, N.A. - Kansas City, Missouri

#### Kansas Development Finance Authority Revenue Bonds

#### Kansas Public Employees Retirement System Series 2004C (Taxable)

These Bonds were issued for the purpose of (a) funding a deposit in an amount equal to \$440,165,000 to the Kansas Public Employees Retirement System (KPERS) for the purpose of financing a portion of the unfunded actuarial pension liability of KPERS, (b) providing a deposit to the Interest Reserve Account, anticipated to be sufficient to pay a portion of the interest on the Bonds to May 1, 2007, and (c) paying costs of issuance, including the Bond Insurance Policy premium, for the Bonds, all as provided in Ch. 155 of the 2003 Session Laws of Kansas.

Principal Amount:

\$500,000,000

Dated Date:

February 26, 2004

Closing Date: March 10, 2004

Principal Maturity Dates:

Serial Bonds due annually on May 1, 2009 through May 1, 2018

Term Bonds due May 1, 2026 and May 1, 2034

Net Interest Cost:

5.3592145%

Call Features:

Redemption Dates

Price 100%

May 1, 2015 and thereafter

Type of Sale:

Negotiated

Underwriters:

UBS Financial Services Inc., Citigroup Global Markets Inc., JP Morgan Securities Inc., AG Edwards & Sons Inc., Bear, Stearns & Co. Inc., George K

Baum & Co., Lehman Brothers Inc., Piper Jaffray & Co., & RBC Dain

Rauscher

Bond Counsel:

Gilmore & Bell PC

Bond Registrar and

Paying Agent:

Office of the State Treasurer, Topeka, Kansas

Financial Advisor:

Columbia Capital Management, Mission, Kansas

#### Kansas Development Finance Authority Revenue Bonds

#### Kansas Water Pollution Control Revolving Fund 2004 Series I (State Match Bonds) - \$5,000,000 2004 Series II (Leveraged Bonds) - \$45,140,000

These bonds were issued for the purpose of (i) funding a portion of loans to various public entities within the state of Kansas, and (ii) refunding certain prior bonds of the Authority the proceeds of which were applied to fund a portion of loans to various Municipalities within the State. The Loans will be made by the Kansas Department of Health and Environment to the Municipalities to finance the costs of qualified Wastewater Treatment Works.

Principal Amount:

\$50,140,000

Dated Date:

May 1, 2004

Principal Maturity Dates:

Series I – Annually May 1, 2005 through May 1 2009

Series II - Annually May 1, 2010 through May 1, 2023

Net Interest Cost:

4.6489198%

Call Features:

Redemption Dates

Price

Series I – Not subject to optional redemption

Series II – May 1, 2017 and thereafter

100%

Type of Sale:

Negotiated

Underwriters:

JP Morgan, Citigroup, & A G Edwards & Sons Inc

Bond Counsel:

Gilmore & Bell P.C.

Bond Registrar and

Paying Agent:

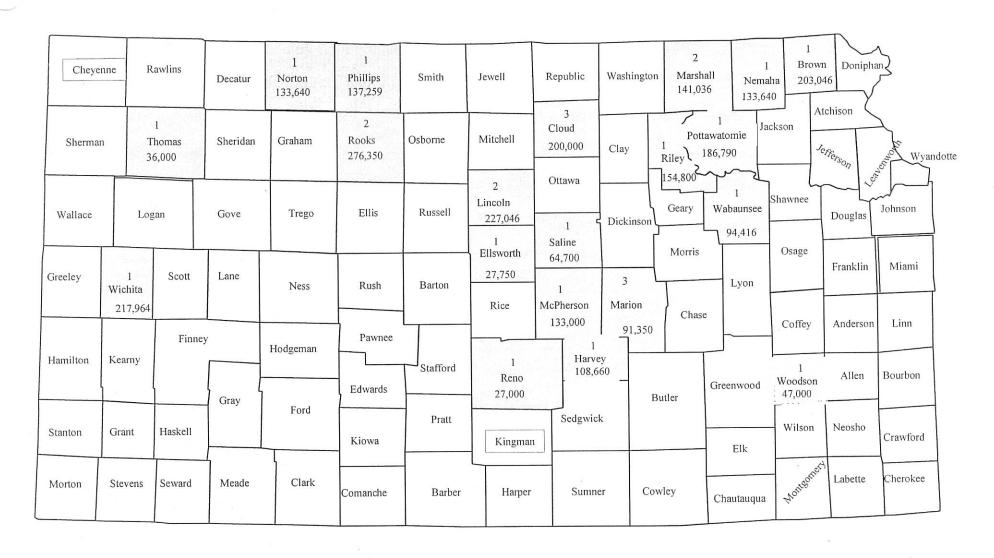
Office of the State Treasurer, Topeka, Kansas

Financial Advisor:

Robert Butler, Public Resources, Inc., Barnegat, NJ

#### BEGINNING FARMER LOAN PROGRAM July 1, 2003 through June 30, 2004

Project Number	Amount of Bond	Closing Date	Beginning Farmers	City/State	Interest Rate	Variable/ Fixed	Term of Loan (Months)	Bank	Type1	County
567	\$133,000.00	7/18/2003	Monte B & Dana L Dossett	McPherson, KS	4.95%	Variable	180	Peoples Bank & Trust	Land	McPherson
568	\$72,000.00	7/25/2003	Robert & Rachel Bohlken	Marysville, KS	4.75%	Variable	240	Citizens State Bank	Land	Marshall
569	\$249,750.00	8/1/2003	James Mongeau	Stockton, KS	5.75%	Variable	240	First National Bank & Trust	Land	Rooks
570	\$26,600.00	8/1/2003	Michael Mongeau	Stockton, KS	5.75%	Variable	240	First National Bank & Trust	Land	Rooks
571	\$203,045.69	8/29/2003	Neal & Brenda Hammes	Seneca, KS	5.25%	Variable	240	Community National Bank	Land	Brown
572	\$64,700.00	8/29/2003	Mark Holt	Gypsum, KS	4.87%	Variable	240	Central National Bank	Land	Saline
574	\$137,258.88	8/29/2003	Jason & Rebecca Stapel	Phillipsburg, KS	5.00%	Variable	240	First National Bank & Trust	Land	Phillips
575	\$36,000.00	10/17/2003	Jason & Tanya Gerstberger	Oakley, KS	5.00%	Variable	180	Western State Bank	Land	Thomas
576	\$94,416.24	2/20/2004	James A & Cheryl A Zeller	Paxico, KS	4.48%	Variable	240	Stockgrowers State Bank	Land	Wabaunsee
577	\$75,000.00	12/5/2003	Joseph D Reedy	Concordia, KS	3.58%	Variable	120	UMB National Bank of America	Land	Cloud
578	\$18,270.00	11/14/2003	Matthew & Laura Voth	Newton, KS	5.75%	Variable	180	Citizens State Bank	Land	Marion
579	\$27,000.00	11/3/2003	Henry Yoder	Hutchinson, KS	4.00%	Variable	120	Peoples Bank & Trust	Land	Reno
581	\$65,000.00	1/14/2004	Jeff & Kristina Kindel	Concordia, KS	3.25%	Variable	240	UMB National Bank of America	Land	Cloud
582	\$24,360.00	1/20/2004	Chelan D & Megan M Duerksen	Hillsboro, KS	5.50%	Variable	180	Citizens State Bank	Land	Marion
585	\$27,750.00	12/15/2003	Travis Janssen	Geneseo, KS	5.50%	Fixed	120	Girard National Bank	Livestock	Ellsworth
586	\$48,720.00	1/16/2004	Darcy L & Keela D Nickel	Goessel, KS	5.50%	Variable	360	Citizens State Bank	Land	Marion
587	\$203,045.69	2/26/2004	Bryan Meier	Lincoln, KS	4.00%	Variable	240	Thunder Bank	Land	Lincoln
588	\$154,800.00	12/19/2003	Garren & Heidi Walrod	Leonardville, KS	6.50%	Variable	240	First National Bank	Land	Riley
589	\$186,790.00	1/20/2004	Chris & Laura Mulligan	Emmett, KS	5.00%	Variable	180	Kaw Valley State Bank & Trust Co.	Land	Pottawatomie
591	\$217,964.00	2/17/2004	Steven A & Debra K Ames	Leoto, KS	4.83%	Variable	240	Security State Bank	Land	Wichita
595	\$47,000.00	4/15/2004	Brandon Jones	Yates Center, KS	6.00%	Variable	240	Girard National Bank	Land	Woodson
596	\$24,000.00	4/23/2004	Steven J Schneider Jr	Hunter, KS	5.50%	Variable	72	Thunder Bank	Livestock	Lincoln
600	\$60,000.00	4/19/2004	DeVon & Dena Benfer	Concordia, KS	3.64%	Variable	240	Peoples Exchange Bank	Land	Cloud
601	\$69,035.53	4/26/2004	Andrew Dettke	Marysville, KS	5.50%	Variable	240	First Commerce Bank	Land	Marshall
604	\$108,660.10	5/21/2004	Kelton & Michele Pitts	Moundridge, KS	4.95%	Variable	240	Citizens State Bank	Land	Harvey
605	\$133,640.10	5/27/2004	Lance Braun	Norcatur, KS	4.88%	Variable	240	First State Bank	Land & Livestock	Norton
606	\$73,000.00	6/25/2004	Jason & Jada Conley	Centralia, KS	6.00%	Variable	360	First National Bank	Land	Nemaha



#### Beginning Farmer Loan Program

Number of Loans Closed & Amount in Dollars by County July 1, 2003 through June 30, 2004

# Kansas Department of Commerce Overview of Agency Activities

House Economic Development Committee January 18, 2005



### Mission

To empower businesses and communities through bold leadership using strategic resources to realize prosperity in Kansas.



# Strategic Priorities

Biosciences
Business Recruitment & Retention
Enhanced State Image
Entrepreneurship
Rural Development
Workforce Development (Kansas 1st)



### **EDIF Performance Indicators**

- Commerce EDIF programs created or retained 67,800 jobs from 2001 to 2004, which equates to 16,950 jobs per year.
- Expanded payroll in Kansas by \$1.1 billion over the last four years (worth more than \$290 million annually).
- Generated \$2.8 billion in capital investment, which equates to \$705 million each year.



# **EDIF Performance Indicators**

- Workforce development incentives funded by EDIF help train 11,400 workers annually (between 2001 and 2004).
- Increased tourism visitation by 1.3 million people between 2001 and 2004 (average of 335,000 visitors per year).
- Helped over 300 cities per year to strengthen their downtown districts and complete major community improvement projects.



### **EDIF** Resources

- In FY 2005, Commerce received \$19.2 million from EDIF.
- Incentives and services for businesses and communities account for 70% of EDIF expenditures.
- Personnel and internal operational expenses account for the remaining 30%.



### **EDIF** Resources

- Over the past five years, funding to Commerce programs reduced by \$3.2 million (a 14% decline).
- Since FY 2003, Commerce reduced the number of staff by 13% in traditional programs (Ag Marketing, Community Development, Trade Development, and Travel & Tourism).
- Direct financial assistance provided by the agency from EDIF reduced by \$997,000 (16%) since FY 2003 and \$1.7 million (26%) since FY 2001.



# Key Issues

- Changes associated with Economic Growth Act and Workforce Development Merger (ERO 31) comprise the most significant restructuring of economic development programs since 1986.
- Over the next decade, these initiatives will provide over \$550 million in new economic development incentives.
- As a result of ERO 31, Commerce experienced major restructuring of the agency, since July 2004, to support an increase of staffing from 108 FTE to 390 FTE and expansion of field operations from 5 offices to 30 offices.
- Efforts are underway to find more efficient ways to deliver services through this larger organization.



# Agritourism

- First-ever statewide conference was held in Great Bend involving nearly 400 attendees.
- Conference participants received "Growing Agritourism in Kansas: A Starter Manual for Farmers and Ranchers," a comprehensive book written by a successful agritourism operator.
- The Agritourism Promotion Act encourages this industry by creating a registration process through which Commerce can assist in the promotion of agritourism operations and limit liability through signage.



# Biosciences

- Will create over 20,000 bioscience-related jobs and 23,000 indirect jobs, increase federal research expenditures by more than \$1 billion annually, reduce the out migration of our highly educated students, and enhance economic prosperity in the state with the creation of higher-paying jobs.
- Commerce is working with local economic development agencies, KTEC, and the new Bioscience Authority.
- Several prospects are already working through this new recruitment and expansion process.



# Biosciences

- Commerce is a partner with KTEC, Kansas Bio, and NISTAC in the Regional Bioscience Summits and the forthcoming Strategic Roadmap.
- Commerce is exploring ways to develop a comprehensive workforce development system that supports bioscience commercialization and research in urban and rural areas through its partnership with local workforce centers, community colleges, and technical schools.



# Downtown Redevelopment

- Encourage the redevelopment of downtown areas in rural and distressed urban communities.
- Governing body of a city or a county proposing to establish a redevelopment area will apply to the Department of Commerce to put this tool into action. Individuals and small businesses will receive a rebate over a 10-year period for property taxes collected on properties that have undergone improvements.
- Commerce is working through the rules and regulations process. Rules have been approved by the Department of Administration and are under review by the Office of Attorney General.



DEPARTMENT OF COMMERCE

# Enhanced State Image

- Approximately \$1.7 million has been assembled by Commerce to fund an enhanced Brand Image Campaign.
- New campaign began on January 7 with a series of television, radio, and print ads via in-state media outlets to introduce the branding concept and foster pride among Kansans. The initial image campaign relies upon significant historical figures to support the overall theme that Kansans strive for big goals.
- Tourism ads will run in regional and national publications as well as selected regional target markets. Business development activities will relate to and build upon the new image campaign.
- A cooperative marketing program is being developed so regional and local partners may utilize brand image concepts and funding with their own tourism and business recruitment marketing efforts.

# Enterprise Facilitation

- Commerce staff convenes quarterly meetings with the five rural entrepreneurship development projects to foster ongoing communication and collaboration. The Quad County project added Wilson County and the Sunflower project plans to add Kingman and Comanche Counties. As of today, there are 27 counties served by the five projects.
- The five project areas serve a collective population of more than 175,000 Kansans. As of September 2004, the projects assisted 663 clients, created 64 businesses, retained 34 businesses, expanded 20 businesses.
- Leveraged \$312,043 in local investment with \$1.2 million in state investment to create or retain 302 jobs, at a cost of \$4,172 per job.

# Entrepreneurship

- Nearly \$50 million in tax credits will be available over the next ten years to help grow existing and start-up companies, which create new, high-quality jobs and expand our tax base.
- A new State Center and the Community Entrepreneurship Fund have been established to ensure collaboration of resources for entrepreneurial assistance as well as accessibility to capital through a world-class system to support and grow entrepreneurs in Kansas.
- It is estimated that this Center will generate \$17 million in business development resources within its first five (5) years of operations.



# Entrepreneurship

- Board of Directors held its first meeting at Wichita State University on December 16. A partnership with KC Source Link will allow the Center to save considerable time and money in development of new services.
- A strong relationship with the WSU Center for Entrepreneurship is being developed to serve as the basis for a statewide entrepreneurship-training network.
- Several efforts have been put forward to secure additional financial support for the Community Entrepreneurship Fund. The Kauffman and INK grant requests are still open.
- "Rural Entrepreneurship Committee" of more than 20 agencies is working collectively to support new programs, coordinate resources, and pursue joint grant applications.



### Kansas 1st

- Modernization of Workforce Development is a once-in-ageneration restructuring of training programs to create a seamless, market-driven system that is fully integrated and maximizes state resources.
- Commerce is working closely with the Board of Regents, Local Workforce Investment Boards, and other interested parties to create this new system.
- This initiative also develops a new trust fund to enable existing educational institutions to deliver coordinated programs and services addressing the needs of employers in Kansas.



### Kansas 1st

- As of July 1, 2004, state and federal workforce training programs merged within Commerce to create a seamless, market-driven system that provides \$62 million in annual resources to job seekers and employers.
- It is important to note that efforts are underway to ensure this new workforce development system provides the greatest benefit to employers and job seekers in the most efficient manner.



# Rural Business Tax Credits

- Makes \$7 million available over 3 years to encourage individuals and businesses to invest in regional foundations in all seven economic development regions in Kansas.
- This investment, worth \$14 million in cash donations, will provide capital for entrepreneurial efforts in rural communities, ensure regional determination for use of the funds, and encourage local investment in the region's economic future.
- Agreements to operate the regional business development foundations have been secured in all seven regions. Six of the seven agreements consist of partnerships among existing regional agencies and the seventh agreement, East Central/Kansas City area, consists of a new organizational structure led by the Ottawa Chamber of Commerce.



### Rural Business Tax Credits

- Quarterly meetings will be held with all foundations to ensure collaboration and cooperation among service providers. The first meeting was held in November and focused on the marketing and use of the tax credits for Board members of the regional foundations.
- The Kansas Health Foundation will serve as co-host of the second meeting in March for the regional foundations.
- Consultants from BoardSource (based in Washington, DC) will conduct an all-day interactive best practice workshop related to oversight, operational, and tax credit-marketing responsibilities. Each Board member will receive a Board Tool Kit resource guide as a part of their participation as well.



## STAR Bonds

- Draft rules and regulations have been approved by the Department of Administration and are currently under review by the Office of Attorney General.
- Current version covers proposed statutory changes adopted by the Joint Committee on Economic Development.
- Six communities have officially submitted requests to use STAR Bonds. Five have been deemed eligible projects. Manhattan's request for a Prairie Discovery Center is under review for eligibility.



### STAR Bonds

- The five projects designated as an eligible projects, which is the first of two phases required for approval, are:
  - Abilene, Redevelopment of Old Town Abilene
  - Edwardsville, Athletic Theme Tourism Attraction
  - Olathe, Arena and Retail District at 119th Street and Renner
  - Overland Park, High Pointe Destination Entertainment
     District and Event Center
  - Wichita, WaterWalk Redevelopment Area



### STAR Bonds

- Olathe received contingent approval for the use of \$50,000,000 in STAR Bonds on September 15 for the Arena and Retail District at 119th Street and Renner. The Secretary established a deadline of January 15 to confirm compliance with the specified conditions for approval.
- Overland Park received contingent approval for the use of \$49,400,000 in STAR Bonds on December 29 for the High Pointe Destination Entertainment District and Event Center. The Secretary established a deadline of April 28 to confirm compliance with the specified conditions for approval.

