

## Sponsoring Organization



The Kansas Technology Enterprise Corporation (KTEC) is a private/public partnership established by Kansas to promote technology based economic development. KTEC assists Kansas entrepreneurs and technology companies by supporting the development and commercialization of new technologies through a statewide network designed and built to support researchers, entrepreneurs, and technology companies through each phase of the technology life cycle. The ultimate goal of the program is to create rapid growth companies and higher paying jobs.

KTEC's many programs and affiliate organizations fall into three basic functional areas: research, investment and business assistance. KTEC supports strategic research via its Centers of Excellence while commercialization of opportunities is supported via KTEC's Innovation/Commercialization Centers. KTEC also supports development and commercialization by investing capital and making equity investments in early stage technology businesses.

KTEC leveraged its expertise and resources to play key role in the development of the biosciences portions of the Kansas Economic Growth Act. KTEC believes that Kansas should always look to the future and prepare itself for the next wave of technology-oriented opportunities. Along with many key partners in the Kansas Legislature and Administration, KTEC's efforts to create and pass the Kansas Economic Growth act have positioned Kansas to become a leader in the field of biosciences. It is with this goal in mind that KTEC is proud to sponsor the six Regional *Bioscience and Innovation Summits*.

Like all economic development programs in Kansas, KTEC is funded by proceeds from the Economic Development Initiatives Fund, which consists of revenues from the Kansas Lottery and Racing Commission. For more information about KTEC, please visit [www.ktec.com](http://www.ktec.com).

## Supporting Organizations



**KANSASBIO**  
KANSAS BIOSCIENCE ORGANIZATION

The Kansas Bioscience Organization (KansasBio) was formed as a not-for-profit educational organization in 2004 by its founders, the Kansas Technology

Enterprise Corporation (KTEC) and the Kansas City Area Life Sciences Institute (KCALSI), who recognized the incredible promise of the biosciences to drive research and economic development and improve the quality of life for Kansans. As a unified voice for industry, academic, and economic development thought leaders serving the human, plant, animal, and industrial biosciences, KansasBio's mission is to encourage and enable the successful creation, commercialization, and growth of bioscience technologies, products, and services. The organization focuses on enhancing the business and research climate, educating Kansans on the promise of the biosciences, and working with leaders across the state to attract and retain bioscience talent, companies, and funding.

From Kansas City to Hays, Manhattan to Wichita, Atchison to Garden City and Pittsburg, KansasBio represents the bioscience research to commercialization process from the university laboratories to the established pharmaceutical, animal health and crop science companies, and all the entrepreneurial ventures, start-ups and service providers in the heart of the process. KansasBio's 19-member board of directors includes representatives from the following organizations: Bayer CropScience; Bayer Healthcare LLC, Animal Health Division; Beckloff Associates (Cardinal Health); Cargill, Inc.; Cydex, Inc.; Hill's Pet Nutrition, Inc.; Johnson County Community College; JRH Biosciences Inc.; Kansas City Area Life Sciences Institute; Kansas State University; Kansas Technology Enterprise Corporation; Labconco Corporation; Nanoscale Materials, Inc.; Schroer Manufacturing Company; Serologicals Corporation; University of Kansas; University of Kansas Medical Center; Vasogenix Pharmaceuticals, Inc.; and Wichita State University.

Membership benefits include access to: a comprehensive group purchasing program (Biotechnology Industry Organization's (BIO) Business Solutions Program); regional and statewide forums, seminars, roundtable discussions, and networking events; marketing opportunities via sponsorships; and educational resources. For more information about becoming a member of KansasBio, please visit [www.kansasbio.org](http://www.kansasbio.org).



**KANSAS**  
DEPARTMENT of COMMERCE

The importance of continued economic development can scarcely be exaggerated. The Kansas Department of Commerce believes we live in a world of change and that yesterday's strategies are not always equal to today's challenges and opportunities. The challenge of decreasing

unemployment evolves into the challenge of increasing productivity; the challenge of job creation evolves into the challenge of creating better jobs; the challenge of promoting economic growth evolves into the challenge of modernizing and expanding other community resources, including recreational facilities and other physical infrastructure.

The Kansas Department of Commerce's mission is to empower businesses and communities through bold leadership using strategic resources to realize prosperity in Kansas. As the lead agency for economic development in Kansas, the Agency's responsibilities are to foster economic development through the promotion of business, commerce, and industry. This is accomplished through the Department's six divisions, along with a network of business assistance providers throughout the state.

The Agency's divisional structure facilitates management and reporting. However, it should not create the illusion that real world economic development activities are so neatly arranged. No single division, program, government agency, civic group, or private business can take sole credit for our accomplishments. Successful development requires coordination across divisional, agency, and governmental boundaries.

The Kansas Department of Commerce is funded by State General Fund, the Economic Development Initiatives Fund (derived from Kansas Lottery proceeds), federal funds, and fee funds. In Fiscal Year 2002, the Agency channeled 66.2 percent of that money to local communities and businesses throughout the state. Less than 6.8 percent of the Agency's budget was allocated for salaries and wages for employees, and 7.5 percent was devoted to operating expenses.



The National Institute for Strategic Technology Acquisition and Commercialization (NISTAC) a not-for-profit innovation commercialization center was developed as a partnership between KTEC and Kansas State University. Its state mission is to provide business incubation services, pre-seed

capital and technology transfer support activities for individual entrepreneurs in the region and to commercialize intellectual property emanating from basic research at Kansas State University. NISTAC has established an impressive track record of creating jobs in the regional economy (over 100 new jobs averaging approximately \$42,000 annually), licensing intellectual property from Kansas State University and creating start-up companies leveraging over \$26 million of external resources over the past seven years. One of its most distinctive characteristics is "hands on" management of start-up companies until the company reaches a point of financial and organizational stability at which time professional executive management is hired.

In the process of focusing on technology-based economic development for the regional rural economy, it became evident that even with a land grant research university as one of its assets, continued success would depend upon accessing additional new technologies and non-traditional sources of capital for start-up companies. In 1998, NISTAC pioneered a new program to acquire under-utilized or dormant technologies from large corporations and commercialize them through licensing to existing companies or forming start-up companies. Several start-up companies have been developed since 1998 including NutriJoy, Inc., founded in 2000 to commercialize nutritional beverage technologies donated from Proctor & Gamble. In two years from the patent donation, NutriJoy had a product in the marketplace and in 2005 expects to exceed \$6 million dollars in sales.

The donation program's portfolio has grown to over 800 patents in 39 distinct fields of technology, derived from over 50 donations from corporations such as Ford, Eaton, Proctor & Gamble, Caterpillar, Dupont, and other Fortune 500 companies. By 2002, the program was accepting only about 30% of the technology donations offered by corporations because of limited resources for commercialization within the regional economy. As a result, the decision was made to take the program statewide and even national. NISTAC has since expanded its mission to unleash dormant and under-utilized technologies from corporate America to foster technology-based economic development through a state and national network of similar not-for-profit economic development entities, research universities, venture capital, and other affiliates.

## Partner Organization

new economy strategies



making the complex simple

New Economy Strategies (NES) is a national consulting firm based in Washington, D.C. with a strong focus and proven track record on implementing technology-based economic development strategies. Collectively our team has more than 30 years of experience working on the national, state, and regional level. Some of these engagements include: Austin, Philadelphia, Kansas City, San Antonio, Arizona, Florida, Texas, and Puerto Rico.

NES has established specific and clear objectives:

- **Generate New Understanding:** collect data, create new information tools, and conduct analysis with a single goal of spurring action, not paralysis;
- **Accelerate Results:** facilitate an implementation process through our “hot team” process that quickly moves the client from reports to results; and
- **Focus The Future:** make the complex simple by focusing resources (time, reputation, money) on 3-5 critical steps that will transform a region’s economic future.

NES staff augments its capabilities by leveraging a network of more than 20 experts in the fields of research and development, infrastructure, capital formation, workforce and skill development, university-industry partnerships, entrepreneurial management, and economic analysis of cluster growth. Additionally, NES tracks 40 U.S. regions and 17 global regions where technology and innovation are drivers of the economy. This quarterly tracking follows a number of key metrics and identifies emerging trends influencing regional tactics for industry clustering, and overall regional competitiveness. For more information, please visit our website at [www.new-econ.com](http://www.new-econ.com).