

Approved: April 4, 2012  
(Date)

## **MINUTES OF THE HOUSE VISION 2020 COMMITTEE**

The meeting was called to order by Vice Chairman Vern Swanson at 3:30 PM on Monday, March 5, 2012 in 144-S of the Capitol.

All members were present except:

Tom Sloan  
Gail Finney  
Randy Garber  
Trent LeDoux  
Michael Peterson

Committee staff present:

Mary Koles, Committee Assistant  
Jay Hall, Legislative Research Department  
Martha Dorsey, Legislative Research Department  
Sean Ostrow, Office of the Revisor of Statutes  
Matt Sterling, Office of the Revisor of Statutes

Conferees appearing before the Committee:

Jason Glasrud, Chief of Staff, Department of Commerce  
Matt McClorey, Bioscience and Business Technology Center, Lawrence  
Trish Brasted, President/CEO, Wichita Technology Corporation  
Trevor McKeeman, Director of Business Development, Kansas State University  
Institute for Commercialization

Others in attendance:

See attached list.

Vice Chairman Swanson welcomed today's presenters and announced they will focus on the development and implementation of the Innovative Growth program. He introduced Jason Glasrud, Chief of Staff, Department of Commerce.

Mr. Glasrud introduced several of his partners and explained they will briefly review the transition of the Kansas Technology Enterprise Corporation (KTEC) into the Kansas Department of Commerce and a strategy to harness available knowledge and resources to expand wealth creation activities in Kansas. Priorities to create economic wealth include connecting state

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university assets with private companies, commercializing our universities' intellectual property, and enhancing support for small businesses and entrepreneurs. Also, he said, a sustained effort will be made to attract capital and businesses to rural areas and discourage capital migration out of Kansas. Progress will be recorded and evaluated on an Innovative Growth Scorecard. The growth drivers listed are revenue earned, capital attracted, research dollars/grants raised, employment, and value of equities ([Attachment 1](#)).

Matt McClorey, Director, Bioscience and Technology Business Center, University of Kansas, and CEO, Lawrence Regional Business Center, reported that BTBC offers modern offices and wet and dry lab space, business development services, access to capital, KU research and expertise, and educational and networking opportunities. Located at the University of Kansas, it is the largest incubator program in Kansas and operates in both Lawrence and Kansas City. BTBC recruited or created sixteen companies in its first eighteen months resulting in 105 jobs with an average annual salary of around \$70,000. Garmin, Propylon (an Irish enterprise), Argenta Research, and Gyrasol Technologies are among its tenants; the center is fully occupied. KU's faculty excels, he said, in the areas of drug delivery, discovery and formulation, and engineering and information technology ([Attachment 2](#)).

Trish Brasted, President/CEO, Wichita Technology Corporation, discussed WTC's origins, a 1994 partnership between KTEC, WSU, and Wichita Area Development. WTC seeks to accelerate the process of turning technologies into viable, marketable products by providing vital services to the growth and success of startups as well as existing Kansas businesses. The business model focuses on community economic development, business assistance services, and access to capital. Assistance services include business planning, market validation and analysis, market research, sales and marketing development, fund raising and general management, operations and accounting assistance. Mrs. Brasted reviewed the capital resources available in her area: Wichita Technology Ventures, Quest Ventures, Milestone Ventures and the Midwest Venture Alliance, the first formal angel group in Kansas. The Common Scorecard, she noted, is very similar to the performance measures WTC typically uses ([Attachment 3](#)).

Trevor McKeeman, Director of Business Development, Kansas State University Institute for Commercialization (KSU-IC), provided an historical overview of the Institute for Commercialization from its inception in 1994 as a partnership with the Kansas Technology Enterprise Corporation (KTEC), the City of Manhattan, and the Manhattan Area Chamber of Commerce to form the not-for-profit called Mid-America Commercialization Corporation (MACC), known after 2004 as the National Institute for Strategic Technology Acquisition and Commercialization (NISTAC), through its emergence in 2011 as the Kansas State University -

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Institute for Commercialization. Mr. McKeeman reported that the transition to the Kansas Department of Commerce has progressed smoothly and KSU-IC is pleased with the relationship. The Common Scorecard, he said, is a good metric and should produce accurate measurements over time.

KSU-IC seeks to generate wealth for the State and its members by identifying technologies or capabilities and commercializing them. Mr. McKeeman mentioned IC's commercialization services and focused on several of its intellectual property management contracts - contracts with the Kansas State University Research Foundation and Wichita State University for example. The TADAC Portfolio is owned by KSU-IC and consists of 1,100 foreign and domestic patents acquired between 1998 and 2004; over 51% of the portfolio has been licensed or sold. Mr. McKeeman noted that KSU-IC has created twenty-one companies, several are based on KSU-IC TADAC technology. KSU-IC's local affiliated client companies have, he said, produced over 180 new jobs, average wage approximately \$57,100 ([Attachment 4](#)).

Following the presentations, questions were asked by Vice Chairman Swanson and Representatives Barbara Bollier and Joseph Scapa. Mr. McKeeman responded and brief conversations ensued.

Vice Chairman Swanson thanked the conferees for their presentations.

The meeting adjourned at 4:55 p.m.