



Testimony in Support of SB 339

Before the House Energy, Utilities and Telecommunications Committee

Annie Brock, DataBank

March 10, 2020

Chairman Seiwert and members of the committee: Thank you for the opportunity to provide input on SB339. My name is Annie Brock, and I am here today representing DataBank, a leading provider in enterprise-class data center services. DataBank is in support of this bill and we are confident its passing would improve the opportunity for additional companies and project execution in the State of Kansas for our company and companies in all industries we represent.

DataBank operates 20 data centers in 9 markets across the country with 3 of those facilities residing in Kansas. We have 275 employees in our company and 40 are based here in Kansas. Our customer portfolio represents leading companies in the fields of Technology, Business, Distribution, Gaming, Finance, Education and Healthcare. Our newest Kansas Tier 3 designed facility sits on a 7-acre campus in Lenexa. This sizable investment and expansion is dependent upon attracting customers in and to this region.

The Kansas market is currently at a disadvantage when it comes to competition for large-scale projects nationally because of limitations with the existing economic development riders (EDRs). SB 339 will help this market to be more attractive for larger data center projects. Our company bids on many competitive projects both regionally and nationally with power loads exceeding the 200KW and 300KW range. The discounts proposed in SB339 would provide a more competitive price point, allowing us to attract more businesses into the region and make Kansas a more attractive destination for large enterprises. Thank you again for the opportunity to appear before you today, and we urge the passage of SB339.

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