

MINUTES OF THE HOUSE COMMERCE AND LABOR COMMITTEE

The meeting was called to order by Chairman Don Dahl at 9:00 A.M. on January 28, 2005 in Room 241-N of the Capitol.

All members were present except:

Dale Swenson- unexcused
L. Candy Ruff- excused

Committee staff present:

Jerry Ann Donaldson, Kansas Legislative Research Department
Norm Furse, Office of Revisor of Statutes
June Evans, Committee Secretary

Conferees appearing before the committee:

Wally Kearns, State Director, Kansas Small Business Development Center Network

Others attending:

See attached list.

The Chairman opened the meeting and said the Minutes of January 21, 25 and 26 were distributed and would be approved at the end of the meeting. A revised list of the Workers Compensation Advisory Council members was distributed (Attachment 1).

Corey D. Peterson, Associated General Contractors of Kansas, requested introduction of a bill regarding prompt payment terms in private commercial construction projects.

Wally Kearns, State Director, Kansas Small Business Development Center (KSBDC), stated the Network helps start and grow small businesses in Kansas and has been an integral player in economic development in Kansas since its inception in October of 1983. Implementation of the KSBDC program, upon completion of the annual Cooperative Agreement, rests with the KSBDC Network and the sponsoring statewide host organization, which is Fort Hays State University (FHSU).

The KSBDC network is a collaborative program between the U.S. Small Business Administration (SB), the Kansas Department of Commerce (KDOC), cities, counties, chambers, economic development agencies, and institutions of higher learning. The state of Kansas is a very important stakeholder in the KSBDC through financial support from the Kansas Department of Commerce. In addition, KDOC and the KSBDC have developed a very strong partnership and are collaborating on a number of different projects.

The KSBDC counseling approach is one of guidance and education, not of doing the work for the client. The central point of the KSBDC's approach is teamwork. KSBDC focuses on more than just helping a business owner write a business plan or fill out loan applications. If the business is not operating well, all the money in the world is not going to make it successful and will simply increase the debt load. The focus is on the holistic picture. All of the areas that affect a business's health and, ultimately, its bottom line is reviewed.

The KSBDC uses local cash matching funds provided by the Kansas Department of Commerce and the hosts of the eight regional centers and two outreach centers to leverage \$747,032 of Federal funding from the U.S. Small Business Administration. The funds are used to operate the KSBDC Network and deliver services to entrepreneurs (Attachment 2).

The Chairman stated that if there were no corrections the Minutes of January 21, 25 and 26 stood as approved.

The meeting adjourned at 10:40 a.m. and the next meeting will be February 1, 2005.