



CAMPAIGN FOR FREE ENTERPRISE

A Project of the U.S. Chamber of Commerce and the National Chamber Foundation

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Kansas Among Nation's Leaders in Growing Jobs Through Exports

*U.S. Chamber Study Finds the Sunflower State Also
Among Nation's Top Performers in Infrastructure*

WASHINGTON, D.C.—Kansas's commitment to helping companies obtain financing to participate in export transactions has placed it among the top states in the country when it comes to export growth, according to a new study from the U.S. Chamber of Commerce and National Chamber Foundation (NCF). The *Enterprising States* study highlights how state and local policies—including those in Kansas—play a vital role in spurring job creation and economic development.

“By embracing many of the strategies at the core of our free enterprise system—competitive tax rates, open trade, and commonsense regulation—states are helping to jumpstart our economic recovery and create more jobs,” wrote Thomas J. Donohue, president and CEO of the U.S. Chamber, in a [letter to Governor Mark Parkinson](#). “Many of the new ideas, new companies, and new jobs will come from local initiatives that allow the free market to do what it does best.”

The *Enterprising States* study was released as part of a U.S. Chamber event where a group of bipartisan governors from around the country discussed the role of the free enterprise system in job creation. Through this study, the Chamber is highlighting bipartisan state and local policies—including those in Kansas—that have proven to help create jobs and that will be key to our economic recovery. The study is part of the U.S. Chamber's *American Free Enterprise. Dream Big.* campaign, a comprehensive nationwide effort to create 20 million jobs in the next 10 years.

Specifically, the study highlights how Kansas is playing a pivotal role in fostering the conditions for job growth through accelerating trade initiatives with an export loan guarantee program, increasing broadband Internet access throughout rural Kansas, and promoting technology-based economic development with the Kansas Technology Enterprise Corporation (KTEC).

“This study provides an in-depth look at the vast and complex network of economies we call the 50 states and territories,” said Margaret Spellings, executive vice president of NCF and former secretary of the Department of Education. “By highlighting lessons learned we

hope to create a roadmap to economic resilience and an ongoing dialogue that makes every state’s jobs picture stronger.”

The *Enterprising States* study highlights six factors that drive job creation: Innovation, productivity through investments in workforce development and training, science and technology, infrastructure, exporting, and competitive tax rates. **The study found that states are much more active than the federal government on the job creation and economic development front.** For example, the study found that high tax rates do not lead to either healthy economies or budgets.

Similarly, the study looks at how states have implemented initiatives for streamlining red tape to help businesses sort through the many layers of government regulation and have incentivized private-sector investors primarily with tax credits. It also highlights that targeted investments in infrastructure projects at the state-level can create growth-friendly environments in communities. Science- and technology-based economic development and clean tech initiatives are proliferating amongst virtually all of the states. There is widespread support for doubling exports and there are also states that have made significant headway using strategies for foreign direct investment (FDI). Finally, cultivating people through workforce development will drive economic growth at the state-level, the study shows.

The *Enterprising States* study is available at: <http://ncf.uschamber.com/enterprising-states/>

American Free Enterprise. Dream Big. is the U.S. Chamber of Commerce's comprehensive, multiyear campaign to support free enterprise through national advertising; grassroots advocacy; citizen, community, and youth engagement; and research and ideas leadership.

The National Chamber Foundation (NCF), a non-profit affiliate of the U.S. Chamber of Commerce, is dedicated to identifying and fostering public debate on emerging critical issues. We provide business and government leaders with insight and resources to address tomorrow's challenges.

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KANSAS

Known widely as a major agricultural producer, Kansas has also capitalized on its growing productivity, central location, and strong public-private partnerships to grow its economy, create new jobs and continually add technology and value to the products and services that originate in the state. The aerospace industry has a significant presence in the state and the telecommunications sector is an important part of the state economy too.

Exports

Kansas has formal contacts with three foreign countries (China, Japan, Mexico) to bolster international trade opportunities involving agriculture, aviation, machinery and equipment for manufacturing food products, and ingredient products. Kansas is currently investigating additional opportunities in India, Brazil and Taiwan. To accelerate trade initiatives the **Kansas Export Finance Program** (an export loan guarantee program) was established to help companies obtain financing to participate in export transactions. As one of the few export finance programs in the entire nation, the state of Kansas is able to issue loan guarantees and thereby encourage lending institutions to provide financing for small companies to participate in export orders.

Entrepreneurship and Innovation

Kansas Technology Enterprise Corporation (KTEC) is a public-private partnership established 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 businesses

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 programs fall into three basic functional areas including:

- Strategic Research and Development/Centers of Excellence, which conduct basic and applied industry-led research that is the foundation for new products and technologies,
- Hands-on Business Assistance Incubators are public-private partnerships designed to turn intellectual property and science into businesses and products to sell in the marketplace, and
- Investment Funds where KTEC provides equity investment in early-stage technology companies and helps companies acquire the capital they need in critical early stages. Since 2006, over 3,180 jobs have been created with a cumulative investment of \$368 million of which \$197 million is private investment and \$47 million is funds from the state.

Infrastructure

The Department of Commerce is leading an initiative to increase broadband Internet access throughout rural Kansas. **Connect Kansas** is funded primarily by the federal American Recovery and Reinvestment Act to help the state expand broadband access to underserved communities. This investment will go toward helping the state map its current broadband capacity and providing grants and loans to qualified organizations within the state involved in expanding broadband access to rural areas.

Kansas Industrial Training (KIT) and Kansas Industrial Retraining (KIR) Programs

KIT and KIR facilitate and assist in job creation and retention for Kansas businesses. KIT focuses on training for newly created jobs, while KIR is oriented towards skills upgrade training.

KIT and KIR are funded using state lottery proceeds.

Investments in Major Projects and Comprehensive Training (IMPACT)

IMPACT primarily assists large companies in projects that create 100 or more jobs.

The High Performance Incentive Program

Encourages companies to expand their capital investment in Kansas plant and equipment by providing an investment tax credit and an exemption from sales tax for a specific project.

