



# Alliance for Technology Commercialization

*technology to the marketplace*

## From the President

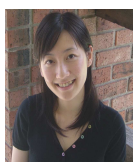
Whether it is bio-science or entrepreneurship, the ability to commercialize an idea or leverage a technology is the goal of ATC. It is all about creating prosperity and strengthening the economic base in Southeast Kansas. We remain excited about the opportunities bioscience holds in the region, but let's not keep it a secret. Together, let's help get the bioscience companies identified and up-to-speed on their opportunities in Kansas. Entrepreneurs need our help, too. We think it is time to put an entrepreneurial network together, do you?



**-Eric Ferrell**

## From the Assistant

During the past two years of being the client service manager for ATC, I have met with several creative inventors. This has made my position very special to me. There is a lot of activity and market potential in the region. Throughout the years, I was encouraged to assist and promote connections with inventors and build regional networks for start up entrepreneur curriculums. I look forward to meeting new clients in the future.



**-Vicky Li**

## THERE IS BIO IN SOUTHEAST KANSAS

A recent news release from SEK Inc was titled *Searching for Bioscience Companies in Southeast Kansas*. It went on to say that *There is an opportunity for bioscience companies to obtain assistance with research and expansion plans through programs on the Kansas Bioscience Authority*. Since May 2007, there has been a group in southeast Kansas, meeting to identify businesses currently in the bioscience space, and then begin sharing with them, the opportunities that exist in Kansas through the Kansas Bioscience Authority (KBA). In addition, the group wants to assist in the creation of new bioscience companies and support regional initiatives to participate in new KBA Centers of Innovation.

The challenge is identifying southeast Kansas companies that are in what the Kansas Legislature calls *bioscience*. Here are some industry descriptions that have NAICS codes identified as being 'bio': Manufacturing compounded (or uncompounded) medicinals and botanicals, vaccines, culturing media of plant or animal origin; in-Vitro diagnostic substances, pharmaceutical preparations; distilling liquors; manufacturing aromatic petrochemicals, organic natural gases, organic dyes, ethyl alcohol, organic insecticidal, herbicidal, fungicidal and pesticidal preparations, elastomers, urea, natural glycerin and food coloring; nitrogenous fertilizers, agricultural chemicals, and lime products; *(Continued on page two)*

## IT IS TIME TO REVISIT ENTREPRENEURSHIP

Recently, economic development professionals from throughout the Midwest gathered to discuss and share best practices for identifying, encouraging and leveraging entrepreneurship in their city or region. Here are excerpts from the Economic Development Administration Symposium. Sandy Baruah, Asst. Secretary of Commerce for Economic Development shared the five realities of the 21<sup>st</sup> century: (1) We are in a global economy, (2) Competition is intense, and the pace of change will continue to accelerate, (3) World becomes a bit more complicated every day, interconnected challenges of these components of competitiveness must be tackled in concert and we are stronger when we stand together than when we stand alone, (4) the Public-Private partnerships become more critical every day, and (5) the ability to innovate. That is the only possible sustainable competitive advantage in the 21st Century. *(Continued on page two)*

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City of Pittsburg

Pittsburg State University

### ATC Contacts:

Eric Ferrell  
Vicky Li

Email:  
eferrell@pittstate.edu

Phone: 620.235.4927

Fax: 620.235.4030

www.atckansas.com  
Pittsburg State University  
Shirk Hall, 2nd floor  
1501 S. Joplin Street  
Pittsburg, KS 66762

## **THERE IS BIO IN SOUTHEAST KANSAS** (From page one)

manufacturing medical or dental equipment, surgical, laboratory or electro- medical apparatus or furniture; manufacturing hearing aids, protective eyewear, sporting and athletic goods; manufacturing medical irradiation apparatus and ophthalmic goods; companies providing medical laboratory services, including dentures, lenses, orthopedic and prosthetic appliances; diagnostic imaging centers; groups engaged in research and development in the physical, engineering, life sciences, agriculture, electronics, environmental, biology, botany, biotechnology, computers, chemistry, food, fisheries, forests, geology, health, mathematics, medicine, oceanography, pharmacy, physics, veterinary.

We hope this helps describe how broad and encompassing the ‘bioscience’ space is. If you are a business, have a question about, or know of a business, that is doing one or more of these industry descriptions, please contact ATC. 620-235-4927, [eferrell@pittstate.edu](mailto:eferrell@pittstate.edu) or SEK Inc. [sekinc@ckt.net](mailto:sekinc@ckt.net).

## **IT IS TIME TO REVISIT ENTREPRENEURSHIP** (From page one)

Carl Schramm, President of Kauffman Foundation talked about the *transformational environment*. He said that the key to entrepreneurship is what kids learn in school. He is concerned that “college graduates are not skilled enough to take thinking jobs (the inquisitiveness factor).” He feels that “higher education should be all about growing America”. He recommends a communication network for entrepreneurs. He describes it as for “people that the elites don’t know about”. He maintains that the “people who will transform the region are already in your region.” Tom Lyons, Baruch College CUNY presented elements to entrepreneurial success. They are: systems need to be designed; you have to have the right system; develop supply of highly skilled entrepreneurs, balance service delivery with entrepreneurship development, and entrepreneurship infrastructure. Another new concept was called *Idea Crossing*, where entrepreneurs, mentors and investors all work together. [www.ideacrossing.org](http://www.ideacrossing.org)

Is Southeast Kansas ready for an entrepreneurial network? We think so, if you are, ATC would like to hear from you. 620-235-4927 or [eferrell@pittstate.edu](mailto:eferrell@pittstate.edu)

You can learn more about the Kansas Bioscience Authority at [www.kansasbioauthority.org](http://www.kansasbioauthority.org), the Kansas BIO organization at [www.kansasbio.org](http://www.kansasbio.org), Kansas Center for Entrepreneurship at [networkkansas.com](http://networkkansas.com), and SEK Inc at [www.sekinc.org](http://www.sekinc.org)

*Technology to the Market Place*

### **Exciting Things are Happening in SE Kansas**

*Chanute* – innovative, Internet based software for jury selection

*Lawrence* – new hardware device for electronic gaming, designed by PSU electronic engineering students

*Garnett* – new process for manufacturing lined pipe for oil industry

*McCune* – innovative solution for tree/brush removal

*Parsons* - new design for portable radio device

*Overland Park* – a recreational safety device for boating

Pittsburg State University  
1501 S. Joplin St. Shirk Hall 207  
Pittsburg, KS 66762-7560

