

KWTC Update



Mission

To promote & facilitate trade in the State of Kansas through education, research, and communication.

Corporate Structure

- Private corporation
- Independent Board of Directors
- Professional staff

Board of Directors

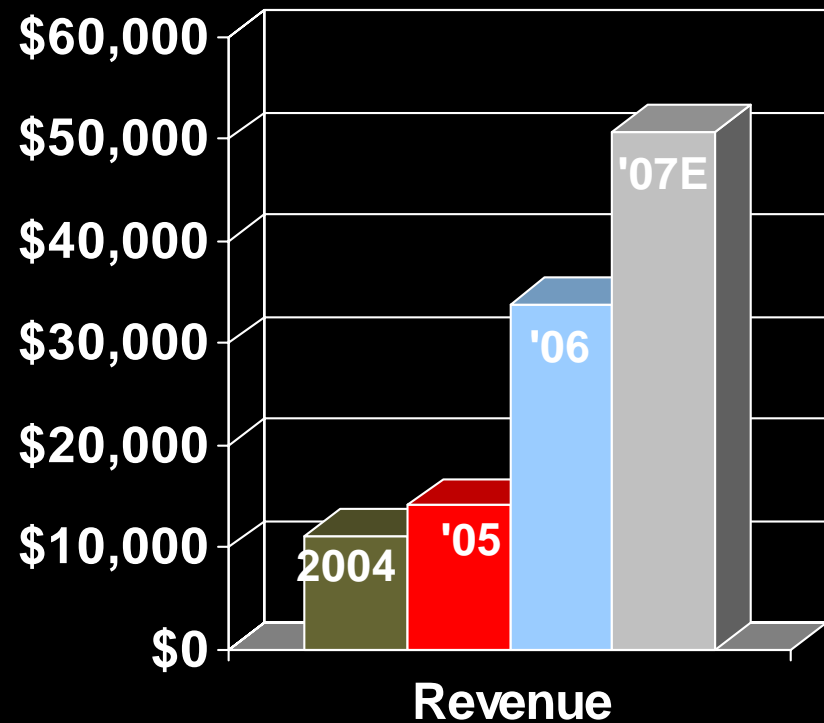
- David Glassner (Cessna Finance Corporation), *Chairman*
- Christina Kukuruda (Airtechnics), *Vice Chairman*
- J.E. "Woody" Swain (INVISTA), *Treasurer*
- Robert Harmon (INTRUST Bank), *Immediate Past Chairman*
- John Frederick (Boeing IDS)
- Stanley Miller (Cargill Meat Solutions)
- Harry Watts (Kansas Farm Bureau)
- Bob Riordan (Black & Veatch)
- Ted Farid (Hawker Beechcraft Corporation)
- John Moore (former Kansas Lt. Governor)

Customer Portfolio

- Members
- Non-member customers
- Trade Services customers
- Community

Membership

- Current retention rate: 94%
- Nearly 60% located in Sedgwick County
- 20 affiliate members
- 182% increase in # of members from 04-06
- 203% increase in revenue from 04-06
- Estimated 23% increase in 07 membership revenue



Customers

- Member discounts, benefits, networking & educational opportunities
- Research & consultation
- Community int'l trade guidance
- **IMPACT Grant**
 - \$25,000 awarded
 - \$500,000 in sales reported, with significant increase in sales volume projected for all 3 companies
- Foreign delegation corporate site visits

Programs & Operations

- Developed Junior Ambassadors website: www.junorambassadors.org
- Assisted 600 customers through international consulting, research & other services
- Educated ~400 attendees on international topics at 20 seminars
- International Trade Conference: 630+ attendees met 8 delegations from 5 countries.
- Hosted more than 15 foreign delegations from 15+ countries
- Reported in 05-06: \$6.8 million in int'l sales value + projected sales & savings of \$20 million over next 3 years

Planned Financial Structure

- By 2010:
 - 1/3 revenue from Public sources
 - 1/3 revenue from Membership
 - 1/3 revenue from Trade services

Financial Picture (04-06)

- Public Funds
 - COW economic development contract thru 07
 - FY 2004 federal earmark until 3/31/07
- Increased Private sector revenue by over 400% (06 over 04)
 - Increased Membership revenue by over 200%
 - Increased Trade Services revenue by over 300%
 - Increased ITC revenue by 60% (05 over 05)

What's next?

- Increase global intellectual capital
- Continue to advocate for area companies on trade issues
- Improve global performance of area companies
- Increase number of companies conducting international trade