

Successes in Collaboration via Academia, the Private Sector and Local Government

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We develop and execute methods to integrate community economic development programs to assist companies by leveraging the capabilities and expertise available at a University Community.



The Partners are a unique collaboration of public, academic, and private entities working together and focused on recruiting, assisting, or expanding businesses that have a research relationship with a local University while supporting new and growing companies.

The Partnership



MANHATTAN
KNOWLEDGE BASED ECONOMIC DEVELOPMENT

- Knowledge Based Economic Development (KBED) is a for-profit company that has the capability of generating a return on investment by taking equity positions and/or other strategic partnerships in its client or cooperating companies.
- KBED has established goals in the areas of company attraction, job facilitation, marketing, university engagement, and accountability.

Who's on the Team?

- KBED voting members are:
 - Kansas State University Institute for Commercialization **KSU-IC**
 - Kansas State University Foundation
 - Manhattan Area Chamber of Commerce
 - Kansas State University Research Foundation (KSURF)
 - North Central Kansas Community Network (NCKCN)



Additional Team Members

- KBED Affiliate Members are:

- Kansas State University
- The City of Manhattan



- KBED affiliates do not have voting rights in the organization
- These partners pool their resources to create an integrated, community economic development program.



Design Strategic Partnerships

- Identifying areas of strength and creatively capitalizing on those through university-private sector strategic partnerships
- Bridge cultural differences between corporate, university and government entities
- Strategically leverage expertise and capabilities becomes key in maximizing the value of potential opportunities
- Generate new discoveries through university-industry collaborations, and boost the Infrastructure of the region.
- Partner with small and large companies and individuals, locally and globally targeting alumni in key positions

KBED/KSU-IC FACULTY EVENTS

A Forum on Economic Development

- Developed Faculty Grant Program
 - Up to \$5000 and campus parking pass for faculty members who actively work with KBED to further economic development initiatives in Manhattan

Power & Energy Event

- Energy, Water, & Food/Land Interdisciplinary Center Initiative
 - Hosted Energy Summit (65+ faculty members attended, very successful)
 - NSF Science and Technology Center Proposal
 - Organizing the team to apply for an NSF STC proposal to fund a new interdisciplinary center/consortium

The Biology of Infectious Disease

- Corporate Sponsored Research Marketing
 - Identifying opportunities for KSUIC to market K-State research capability and grow Corporate Sponsored Research Funding and relationships

Arthropod Genomics Event

- Patent Education
 - Working with KSURF to hold patent education sessions for faculty members

Energy Summit

- Compiled resource book of Energy-related research strengths and interests

Partnerships with Africa Event

- Developed resource documents for marketing of KSU strengths to foundations

New Faculty Event

- Better administrative understanding of impediments to research and expectations for new faculty

Wind Energy

- This conversation was a preface for the State Energy Conference

Physics

- A strategic corporate outreach plan has been developed with the Department of Physics with multiple individual faculty meetings have occurred, cataloging capability to begin corporate outreach

Unmanned Aerial Systems

- Advancing research collaboration discussions with 2 companies
- Planning a statewide symposium

KSU Academy of Fellows

- Chartered Academy of Fellows
- Creating website and next steps for Academy



Performance

Overview of Company	Number of FTE Jobs Created in the Region	Projected Economic Impact	K-State Faculty Engagement	Number of Engaged Faculty
Software Technology Company	6.5	\$573,750	Yes	2
Organic Fertilizer Company	1	\$76,500	Yes	
Cyber Security Partnership			Yes	4
Aviation Partnership	1	\$170,000	Yes	
DNA Vaccine Company	1	\$107,865	In progress	0
Animal Health Company	7	\$654,500	Yes	1
Plant Research Company	7	\$973,658	Yes	14
Web Development Company	250 projected	\$19,125,000	Yes	
Large Animal Veterinary Research Company	18 projected	\$1,989,000	Yes	
Food Production Company	12 projected	\$848,640	No	
State Department	200 projected	\$15,885,140	In Progress	
Total	501.5	\$40,404,053		21

Example



Unique collaboration between Federal, State, University and City where investments will exceed \$1 Billion



Biosecurity Research Institute (BRI)

Some BRI Collaborators

*The BRI is a biosafety level-3, or BSL-3, and biosafety level-3 agriculture, or BSL-3Ag, facility that provides Kansas State University scientists and their collaborators with a safe and secure location to study high-consequence pathogens.

*The BRI supports comprehensive farm-to-fork infectious disease research programs that address threats to plant, animal and human health. Research at the BRI ensures a safe food supply, safeguards the public, and helps prevent major economic losses to the agriculture and food industries.

- ABADRU, the U.S. Department of Agriculture's Arthropod-Borne Animal Diseases Research Unit
- U.S. Department of Defense
- National Institutes of Health
- U.S. Department of Homeland Security
- U.S. Army Natick Soldier Research Development and Engineering Center
- FAZD, the National Center for Foreign Animal and Zoonotic Disease Defense
- CEEZAD, the Center of Excellence for Emerging and Zoonotic Animal Diseases
- Kansas State University colleges and departments
- Kansas Bioscience Authority
- National Agricultural Biosecurity Center
- National Animal Health Laboratory Network

ANIMAL HEALTH CORRIDOR

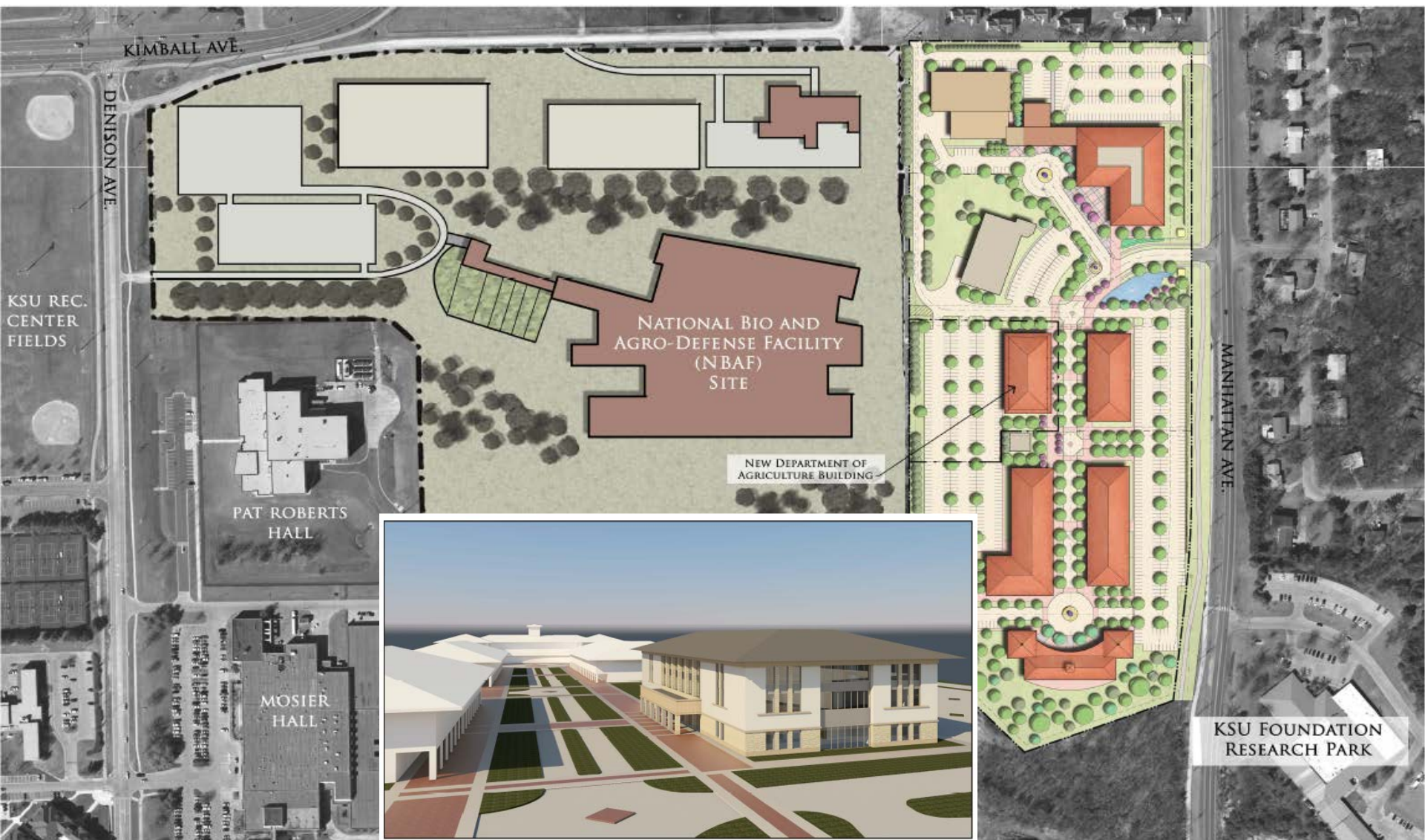
40% of the animal research in the world happens here.



www.kansasresearchnexus.com

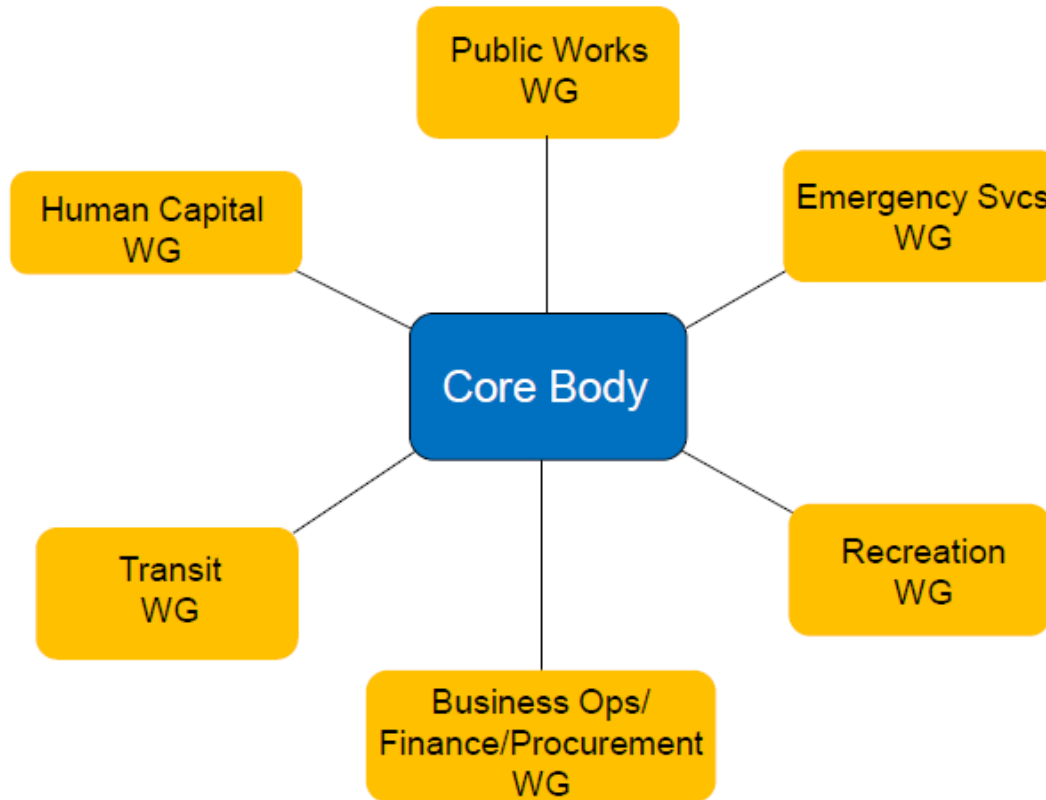
KBED Visioning and Master Plan for new Research/Opportunity Corridors

Will include Athletics, University Stakeholders, University Foundation and the Community





WORKING GROUP OVERVIEW



- Six Working Group topics have been initially identified
- Topic Leads have been identified for each of the six WGs



PROCESS OVERVIEW

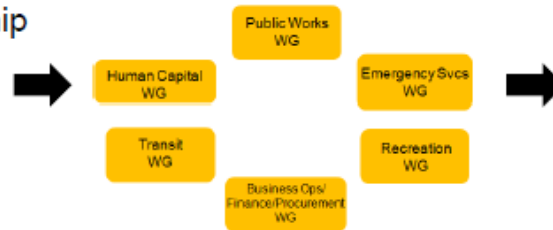


Inputs

Ideas for specific partnership opportunities based on:

- Strengths, Capabilities, Gaps/Weaknesses

★ Monthly WG Meetings
--in person initially...virtual meetings once WG matured



Outputs

Minutes/Notes to all members of the Core Body

- Recommendations to the Core Body regarding
 - Mutual Aid Agreements (Service & Equip)
 - Bulk Purchasing Opportunities
 - Financial Transaction Processes & Agreements
 - Challenges requiring higher level emphasis

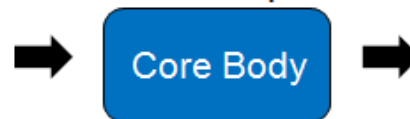
Cost Benefit Analysis of the Recommendations

Consolidated Key Recommendations from the WG Meetings

Final Legal Review of Recommendations

Final Cost Benefit Analysis of Recommendations

★ Scheduled Bi-Monthly
--meet as required



Advice & feedback to the WG members regarding planned agreements/partnerships

New ideas for WG consideration

Minutes/Notes to all members of the Core Body & WG Member Leads

Highlights of Approved/ Recommended partnership opportunities to include:

- Anticipated impacts to the stakeholders
- Cost Benefit results of the partnership

★ Quarterly Updates to FHRC



Stakeholder Awareness of Partnerships

Strengthening Bonds within the CFHR

Strategic Communications to internal and external Stakeholders regarding benefits of the Partnerships

Questions/Comments?

Key to Success in Collaboration:

“There is no limit to what a group can do or where they can go...if they don't mind who gets the credit” ---

Variation from a quote by Ronald Reagan

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ICMA
99TH ANNUAL CONFERENCE
BOSTON
NEW ENGLAND 

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