



BETWEEN COLUMBIA,
MISSOURI AND MANHATTAN,
KANSAS SITS THE SINGLE
LARGEST CONCENTRATION
OF ANIMAL HEALTH
INTERESTS IN THE WORLD.

BENEFITS *of the* CORRIDOR

There's more to the **KC Animal Health Corridor** than just being located within the world's largest concentration of the animal health industry. A variety of **value added benefits** contribute to the growth and success of the companies in the Corridor.

Networking

Annual Animal Health Homecoming – One of the nation's largest gatherings of animal health industry experts and executive leadership who come together to discuss key trends and growth issues. Also includes the presentation of the *Iron Paw Award* to an industry legend or thought leader.

Animal Health Investment Forum – Because of its significant animal health industry concentration, The Corridor offers a uniquely supportive environment for early stage entrepreneurs in the animal health and nutrition industry. The KC Animal Health Investment Forum offers the **only opportunity in the world** for early stage companies in the animal health sector to present their vision and business plan to potential investors. The forum also provides a unique opportunity for venture capital, investment firms, and animal health companies to hear from emerging companies with the newest technology.

Brakke Consulting Networking Receptions (*at North American and Western Vet Conferences*) – attended by more than 200 animal health executives from KC and across the country.

Corridor Conversations – quarterly updates on industry trends featuring national speakers.

Specialized Education *and* Training

University of Kansas Masters in Business Administration in Animal Health – this brand new program offers the nation's only MBA degree for the animal health industry.

Vet Schools – The KC Animal Health Corridor is within 300 miles of four of the nation's top vet schools – Iowa State, University of Missouri, Kansas State University, and Oklahoma State University – providing a steady pipeline of talented, educated workers.

Vet Tech Programs –

- **KC's Metropolitan Community College** - KC's Metropolitan Community College's Maplewoods campus has a vet tech program with a 100% placement rate.

- **Brown Mackie College** - Kansas City now offers a two year Veterinary Technology program. With the addition of the Olathe course location, students learn in a mock Veterinary suite featuring everything from administration and reception through grooming, laboratory, surgical, and kennel care.
- **Colby Campus of Kansas State** - Colby Community College, located in the northwest corner of Kansas fully accredited by the American Veterinary Medical Association (AVMA).

Institute of Industrial and Applied Life Sciences at MWSU – located in Saint Joseph, Missouri at Missouri Western State University, this new institute offers customized animal health training and degree programs. A Masters of Applied Science cGMP Quality Assurance and Quality Control emphasis as well as additional customized cGMP training for the animal health industry are offered.

Research Collaboration

CVC Research Symposium – A panel of national and international experts address a significant research breakthrough or trend each year as part of the Central Veterinary Conference held in Kansas City.

Animal Health Innovation Center - Funded by the Kansas Bioscience Authority, will fill an important need at the regional and national level by providing an industry-driven focus to technology assessment, development, validation, and commercialization. The Animal Health and Nutrition business is driven by innovation, which is rapidly evolving around the world. Accessing and developing that technology for commercial applications is an important challenge and priority for the industry. The Center will be based in Kansas and will develop collaborations throughout the KC Animal Health Corridor, as well as nationally and internationally. It will bring together animal health companies, universities, and government agencies to accelerate job creation, research, development, and commercialization of the next generation of animal health and nutrition products.



BENEFITS *of the* CORRIDOR

The Center will have three primary functions;

- To strategically identify and pursue game-changing initiatives that have the potential to transform the industry.
- To advance enabling technologies and new product opportunities of interest to the animal health, nutrition, and food safety industry.
- To establish a powerful network of collaborators and partnerships to enable the work of the Center and advance its initiatives.

Animal Health Tech Transfer Event - Held in conjunction with CVC Central in late August, the Animal Health University/Industry Tech Transfer Event provides the opportunity for industry to learn about licensing opportunities of exciting new animal health technologies coming out of universities with close proximity to the Animal Health Corridor. The tech transfer groups from each university are available to highlight unique animal health research capabilities and resources for collaboration opportunities with industry partners.

Legislative Advocacy

The **Greater Kansas City Chamber of Commerce** has made animal health a top priority in all legislative planning and agenda recommendations since 2006. Their goal is to encourage incentives and programs that make it easier and more profitable for animal health companies to do business in the KC region.

Legislative Accomplishments -

- Passage of a resolution in Kansas and Missouri officially designating the KC Animal Health Corridor
- Kansas and Missouri fund Veterinary Study Loan Repayment Programs
- Passage of Federal Resolution officially designating the KC Animal Health Corridor

Specialized Tax *and* Incentive Programs

Kansas Biosciences Authority Oversees a \$580 million fund (derived over 12 years) and has the ability to offer forgivable loans, research funding (for Kansas universities) and other financial incentives to assist bioscience related companies, including animal health, in making investments in Kansas. The Kansas Bioscience Authority funds are over and above the already aggressive state of Kansas incentive programs.

State of Kansas Exempts personal property taxes (machinery and equipment) through a bill passed into law in 2007.

Missouri Quality Jobs Program Provides refundable state income tax credits allowing companies to retain a portion of their employee's payroll withholding taxes in a refund check. Over a five year period, these refund checks to companies can be quite significant.

Missouri Technology Corporation A public-private partnership created by the Missouri General Assembly to promote entrepreneurship and foster the growth of new and emerging high-tech companies with a focus on 21st Century bioscience industries that build on Missouri's rich history in agriculture. The MTC administers the following investment programs available to companies that locate or expand in Missouri:

- **Bioscience Industrial Expansion Program** - MTC supports industrial expansion efforts in Missouri that result in significant capital investment and high-paying jobs in targeted high-tech bioscience clusters typically through secured low-interest loans that can be used to purchase equipment, facilitate construction, and hire key personnel.
- **Seed Capital Co-Investment Program** - MTC will award seed capital funds that match qualified private capital investments to position Missouri high-tech start-up companies for venture capital financing.
- **TechLaunch** - The Missouri TechLaunch program will provide pre-seed financing to help high-tech entrepreneurs overcome the principal challenges of launching new start-ups that leverage discoveries and talent at Missouri's world-class public and private research universities and other research organizations.

Business Relocation Assistance

Kansas City Area Development Council can provide confidential business relocation assistance to animal health companies. Please see list of services available:

- Coordinate tours and site visits of the region
- Identify real estate options
- Provide extensive demographic information
- Identify all services needed for relocation
- Work with our state and local partners, coordinate taxes and Incentives proposals and execution
- Employee recruitment and relocation advisement

Visit www.KCAnimalhealth.com for more information.

For business relocation assistance, please contact:

Kim Young

VICE PRESIDENT – BIOSCIENCE DEVELOPMENT

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