

**MINUTES FOR JUNE 20, 2011**  
**COLUMBUS, KANSAS, CHEROKEE COUNTY**  
**OFFICE OF THE COUNTY CLERK**  
**CRYSTAL L. GATEWOOD**

The Cherokee County Commissioners met June 20, 2011. The meeting was called to order by Commissioner Garner and those present were Commissioners Collins and Hilderbrand. The Pledge of Allegiance was said by all. County Clerk Crystal Gatewood submitted the amended minutes for June 13, 2011, Commissioner Hilderbrand made a motion to accept the minutes, and his motion was seconded by Commissioner Collins with Commissioners Collins, Garner, and Hilderbrand voting in favor. The commission will meet for a Special Meeting to approve June Pay Roll and Accounts Payables on June 23, 2011 at 9:00 AM in the Cherokee County Courthouse in the Commission Room.

**COMMISSIONERS COLLINS, HILDERBRAND, AND GARNER SIGNED OFF ON AND APPROVED THE FOLLOWING:**

Commissioner Garner and Clerk Gatewood signed off on the Cherokee County Court Services Budget Proposal for 2012 for the amount asked for, \$266,800.00.

**Voucher #5102 - \$1,231.44**, to Positive Promotions submitted by The Cherokee County Health Department, Betha Elliott - the money comes from WIC Grant Funding.

The commission approved hiring Dusty Groves to work at the County Health Department and Emergency Preparedness Office - 20 hours in the Cherokee County Health Department and 20 hours in Emergency Preparedness Office, which is changeable in emergency situations. The commission agreed that Jason Allison would be his supervisor. Commissioners Collins, Garner, and Hilderbrand signed off on the necessary paperwork. Currently Dusty Groves works part time for the county in the Emergency Preparedness Office.

**Voucher #8638 - \$13,790.00** to Mobile Advantage submitted by Jason Allison for the purchase of weather radios to be taken out of line item 100/30080/29 Courthouse, General Fund. The commissioners issued an early check and the check was signed by Commissioner Garner, County Treasurer Hodgson, and County Clerk Gatewood.

**Commissioner Hilderbrand made a motion approve and sign Resolution #7-2011 and to add the revised annual review. The Resolution #7-2011 is a resolution Certifying the Review and Revision of the Cherokee County Solid Waste Management Plan; his motion was seconded by Commissioner Collins with Commissioners Collins, Garner and Hilderbrand, and County Clerk Crystal Gatewood signing off on the official document.** Carl Hayes, Environmental Director for Cherokee County, had submitted the revision and review to the commission during the meeting and gave an update.



Commissioner Garner and Clerk Gatewood signed off on the renewal contract with the City of Weir Police Protection using the Cherokee County Sheriff's Department.

Commissioners Garner, Hilderbrand and Collins, and Clerk Gatewood signed off on the request from the Spring River Wellness Center for the county's share of the yearly grant funding in the amount of \$11,825.00 to be taken out of the County General Fund.

### **MOTIONS**

Commissioner Hilderbrand made a motion to place two stop signs at SE 30<sup>th</sup> Street so Burlington Railroad can install signals at the railroad crossing; his motion was seconded by Commissioner Collins with Commissioners Collins, Garner, and Hilderbrand voting in favor. Supervisor of Road and Bridge, Leonard Vanatta, had explained that Burlington Railroad would be putting in signals at SE 30<sup>th</sup> Street and Lawton Road East of Highway 7.

Commissioner Collins made a motion to recess for ten minutes; his motion was seconded by Commissioner Hilderbrand with Commissioners Hilderbrand and Collins voting in favor.

Commissioner Hilderbrand made a motion to allow Emergency Preparedness Director Jason Allison to order 500 more weather radios; his motion was seconded by Commissioner Collins with Commissioners Collins, Garner, and Hilderbrand voting in favor.

Commissioner Garner made a motion to recess for lunch until 1:00 PM; his motion was seconded by Commissioner Collins with Commissioners Collins, Hilderbrand, and Garner voting in favor.

### **BUSINESS ON THE AGENDA**

Scott Jackson, Director of Spring River Wellness Center, gave an update on services provided to the citizens of Cherokee County and said that the number of citizens using the services has increased each year. He also noted that the Emergency Shelter was used by 153 citizens the last time a bad weather system came through the area. He submitted the 2012 Budget Proposal with a 2% increase from 2011 in the amount of \$111,457.00. The commission thanked him for coming in.

Eric Ferrell and Kseniya Gubkina of the Alliance for Technology Commercialization gave a presentation of the services they provide to inventors, innovators, entrepreneurs, and existing businesses in Southeast Kansas. (The proposal is attached to the minutes). They requested \$5,000.00 for the FY 2012 Operational Funding for ATC from the commission. The commission thanked them for coming in and said they would look it over and discuss the funding.

### **CITIZENS COMING FORWARD - NOT ON AGENDA**

Citizen Sue Moore requested County Commissioner Collins' cell phone number and requested it be put in the newspapers so citizens could get in touch with him. She expressed that since the county will be paying \$40.00 a month for his phone, then the number should be readily available. Commissioner Collins then asked the area papers to publish it and he also gave the number out to those present. To contact Commissioner Pat Collins, his cell phone number is 1-417-317-1983.

RA



Betty McBride of the Treece Trust came before the commission to request a deed transfer to the trust which the county holds in Treece, Kansas. She explained that the attorney with the state would draw up the necessary paperwork and she would bring the paperwork to the commission for their signature, the commission agreed.

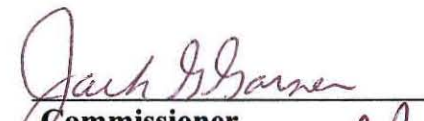
Bob Burgan, Lorie and Jason Johnson, and several area citizens came forward to discuss the Licensed C & D Landfill on Wyandotte Road, owned by Jack Brumback, being sold to another individual. The group asked for the commission to intercede in the matter, with Lorie Johnson of B-3 C& D Landfill citing a statute that gives the commissioners authority. Bob Burgan stated that Beachner Construction was the possible buyer of the property. The commission told the group that no one had contacted them about the landfill being re-opened and that they were unaware it was even closed. The commission called KDHE representative Charley Bowers in Chanute, Kansas, and put him on speakerphone to answer questions and talk about the legalities. Mr. Bowers explained the site in question is not officially closed and the closure report has not been approved. He also explained that if the property is sold, then the new owners also get the permit and it goes through a permit process and the commissioners do not have to be contacted as to how the property is used, the state issues those permits. Mr. Bowers also explained that if area landowners are against the landfill being used in different ways, the citizens have to object by citing a regulatory or statutory reason to stop the process. He also stated that a closure report is in the process, but the transfer permit is also in the works and if all requirements are met on the transfer of the permit, it would be likely to be approved if received before the closure permit. The commission thanked all for coming in and expressing their opinions. The contact information for Charley Bowers - KDHE, 1500 W 7<sup>th</sup> St. Chanute, Kansas 66720, Phone: 1-620-431-2390; e-mail: cbowers@kdheks.gov

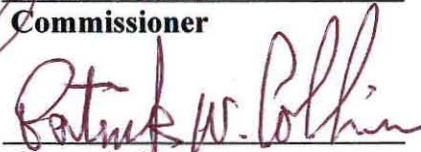
### ADJOURNMENT


Commissioner Garner made a motion to adjourn at 1:14 PM, his motion was seconded by Commissioner Hilderbrand and all voted in favor. The next regular Cherokee County Commission meeting will be held June 27, 2011 at 9:00 AM in the Cherokee County Courthouse in Columbus, Kansas.

**Resolved and ordered this day, June 27, 2011**

  
Cherokee County Clerk

  
Commissioner

  
Commissioner

  
Commissioner

Cherokee COUNTY

RESOLUTION NUMBER 7-2011

**A RESOLUTION CERTIFYING THE REVIEW AND REVISION OF THE**  
Cherokee COUNTY SOLID WASTE MANAGEMENT PLAN.

**WHEREAS,** The Southeast Kansas Solid waste Authority (SEKSWA) Solid Waste Management Plan, and the Solid Waste Management Plans of Allen, Bourbon, Cherokee, Crawford, Labette, Neosho, Wilson and Woodson Counties contained therein, were approved by the Kansas Department of Health and Environment on March 28, 1996, and;

**WHEREAS,** K.A.R. 28-29-82 requires that Solid Waste Management Plans must be reviewed one year after their approval, or one year after the completion and distribution of the Kansas Solid Waste Management Plan, whichever is later, and;

**WHEREAS,** The State Plan was completed on December 2, 1996, the SEKSWA Solid Waste Management Plan, and the Solid Waste Management Plans of Allen, Bourbon, Cherokee, Crawford, Labette, Neosho, Wilson and Woodson Counties contained therein, must be reviewed no later than December 2, 1997 and annually thereafter, and;

**WHEREAS,** The Governing Body of the Southeast Kansas Solid Waste Operating Authority (SEKSWOA) has previously submitted to the Secretary of the Kansas Department of Health and Environment (KDH&E) a NOTICE OF REVIEW AND REVISION OF SOLID WASTE MANAGEMENT PLANS, as adopted by the Governing Bodies of Allen, Bourbon, Cherokee, Crawford, Labette, Neosho, Wilson and Woodson Counties, in compliance with the Solid Waste Management Plan review requirements of K.A.R. 28-29-82 to be effective December 2, 1997, and;

**WHEREAS,** Cherokee COUNTY has subsequently reviewed the Solid Waste Management Plan that was in effect for the county and SEKSWOA on December 2, 1997 and submits the following revisions:

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N/A  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**NOW, THEREFORE, BE IT RESOLVED THAT:** the Governing Body of Cherokee COUNTY is in compliance with the Solid Waste Management Plan review requirements of K.A.R. 28-29-82 until October 2010.

**ADOPTED BY THE GOVERNING BODY OF** Cherokee COUNTY, KANSAS THIS  
20th DAY OF June, 2011.

  
Chairperson

ATTEST:

  
County Clerk



# Cherokee County Solid Waste Management Plan

## Annual Review (2010)

- 1) Changes in the population, industries, utilities, transportation patterns, air, land or water use.
  - ~ the only significant change has been a 4.4% decrease in population (2000 Census = 22,605 / 2010 Census = 21,603).
  
- 2) Changes in the disposal of MSW.
  - ~ the County's Wheatland Landfill (KDHE Permit #179) closed much sooner than expected (February 26, 2010), as a result of reaching capacity.
  - ~ in addition, utilization of four roll-off containers (providing additional collection service to County residents) ceased (contractual agreement with Republic Services). Cherokee County was financially unable to extend this service.
  
- 3) Changes in the collection, transportation, storage and/or processing of MSW.
  - ~ Five haulers (four private and one municipal) provide collection of County MSW.
  - ~ All County MSW is taken to Republic Services transfer station in Galena, KS.
  - ~ MSW is transported to area landfills in Lamar, MO (primary) and Cherryville, KS.
  
- 4) Solid waste disposal services are still available to all County residents and businesses.
  - ~ increased customer fees resulting from additional transportation expenses have been a financial burden to many County residents.
  
- 5) There has been no change in the location, number, ownership or distribution of solid waste facilities.
  
- 6) There has been no significant change in the sources, quantity or composition of solid waste.

> **Pharmaceutical waste.**

- ~ Developed and implemented two disposal programs to discourage waste from entering waterways and solid waste facilities. Material is destroyed by incineration.
  - Nursing Home facilities...majority is redistributed through a program administered by Community Health Center of Southeast KS.
  - Public...Sheriff's Dept. now accepts medications for incineration during daytime hours.

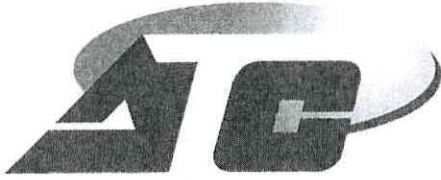
> **Construction and demolition waste.**

- ~ Another C&D landfill (Robison Environmental) has applied for a permit and a public hearing was held in November, 2010.

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**Cherokee County  
Solid Waste Committee Members**

Carl Hayes (Chairman)  
Jim Burton  
Crystal Gatewood  
Dr. Jim Triplett  
Chuck Delp  
Art Mallory  
Joyce Palmer  
Chris Palmer  
Lorie Johnson  
Jason Johnson  
Bob Burgan



ALLIANCE FOR TECHNOLOGY COMMERCIALIZATION, INC.  
1501 S. JOPLIN ST.  
SHIRK HALL  
PITTSBURG, KS 66762-7560  
PHONE: 620-235-4927  
FAX: 620-235-4030  
WWW.ATCKANSAS.COM

ALLIANCE for  
TECHNOLOGY  
COMMERCIALIZATION

*Technology to the Marketplace*

June 20, 2011

Cherokee County Commission  
PO Box 14  
Columbus, KS. 66725

RE: FY 2012 Operational Funding, \$5,000

Dear Commissioners Collins, Garner and Hilderbrand:

Thank you for the opportunity to make a presentation before the Cherokee County Commission. As a follow-up to my presentation, I am formally requesting FY 2012 Operational Funding for the Alliance for Technology Commercialization, Inc (ATC), in the amount of \$5,000. This funding will go towards the continuation of services to your Cherokee County clients and constituents at the current level.

INVOICE: \$5,000 FY 2012 Operational Funding for ATC

As always, I invite you to refer Cherokee County inventors, innovators, entrepreneurs and existing businesses with new inventions to ATC. We look forward to working with Cherokee County clients in the future. The ATC Funding model is to identify and develop new client agreements with the highest probability of project success (and pay royalty fees). These fees reduce the amount of operational funding required from our Stakeholders like Cherokee County in the future.

I hope that you each are receiving our semi-annual ATC newsletters. Feel free to call, write or e-mail me personally with referrals, questions or recommendations in the future. Thank you for your thoughtful consideration of our request.

Sincerely,

M. Eric Ferrell  
President



Cherokee County  
Board of Commissioners

June 20, 2011

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### History of ATC

- The Alliance for Technology Commercialization (ATC) was formed in 1998 to help
  - **Develop**
  - **Transfer**
  - **Commercialize**new technologies



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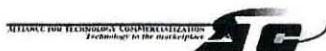
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### History of ATC Cont'd

- The objective is to:
  - Create high value jobs and
  - Increase prosperity in the region.
- The mission – to strengthen the economic base of Kansas, especially SEK by facilitating:
  - Start-up and expansion of technology based, high growth enterprises
  - Technology transfer from regional academic and entrepreneurial communities
  - Development of support networks and infrastructure



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### History of ATC Cont'd

- The targets are:
  - Inventors
  - Innovators
  - Entrepreneurs
  - Researchers
  - Existing businesses that have developed or are developing new technologies.



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### History of ATC Cont'd

- The services are:
  - Commercialization Plans Development
  - Feasibility Analysis
  - Market Research
  - Competitor Analysis
  - Sales and Marketing Strategy Development
  - Debt & Equity Financing Structure
  - Patent and Trademark Assistance



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### History of ATC Cont'd

- ATC is governed by a nine member Board of Directors, appointed by the State of Kansas, the City of Pittsburg and Pittsburg State University.
- ATC is one of 6 Innovation and Commercialization Centers, but **the only one serving Southeast Kansas.**
- ATC has worked with over **308** clients, representing **each of the 13** counties in Southeast Kansas.



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### History of ATC Cont'd

- ATC meets with clients in their own communities
  - kitchen table
  - the local library
  - the local restaurant.
- ATC publishes a semi annual Newsletter, mailed out to over **425** in our referral network.



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### Value of ATC

- ATC has provided services to more than **308** innovation clients in the last **11** years.
- We are a resource to:
  - Economic Development Professionals
  - Chamber of Commerce Directors
  - Bank Loan Officers
  - City Administrators and Managers
  - State Legislators
  - County Commissioners
  - City Council Members



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### Value of ATC Cont'd

- Our services have been provided to clients, without regard to their location, vocation, invention, or ability to pay.
- Clients in Southeast Kansas have **access through ATC** with the other Innovation & Commercialization Centers in Kansas.
- **Over \$1 million** in total resources have been invested in Southeast Kansas innovators.



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### History of Funding

- The State of Kansas (Department of Commerce), the City of Pittsburg and Pittsburg State University.
- Annual operational funding of \$80K, contributed evenly between the State of Kansas and the City of Pittsburg.
- PSU has provided in-kind contributions for their share, including office space in the Business & Technology Institute.



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### Funding Reduction

- In FY 2010, ATC experienced a **20%** reduction of resources with which to serve clients.
- In FY 2011 ATC experienced an additional **4%** reduction in operational funding.
- A net **24% total** reduction in operational funding over a 2-year period.



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### ATC's Response to Fund Reduction: Fee Schedule For ATC (beginning July 1, 2011)

- **5 hours no charge** (including initial consultation)
- Product / Patent Search (Internet based), \$15/hour
- Market Research, \$20/hour
- Subsequent meetings (on/off site), \$50/hour\*
- Prototype Consultation, \$50/hour
- Brochure Development, \$50/hour + costs
- White Paper, \$150
- Project Budget, \$150
- Financial Projections 3 years / 5 years, \$1,000 / \$1,500
- Executive Summary, \$2,500 (includes financial projections)
- Business Valuation, \$3,500 (includes financial projections)
- Business Plan, \$5,000

\*plus additional travel costs for off site meetings



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### Request

- In order to continue providing services to Cherokee County clients and constituents at the current level, we are requesting that Cherokee County, fund ATC in an amount proportional to the historical usage of our services.
- In the case of Cherokee County, ATC has met with **28** Cherokee County clients over the last 11 years, which represent 9% percent of the total.



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### Request Cont'd

- We respectfully request **\$5,000** in operational funding for FY 2012 from Cherokee County.
- In return, we will waive fees for our clients from Cherokee County for **40** hours of our services. It will allow Cherokee County's inventors to benefit up to **\$1,750** per project.



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## Thank you

Eric Ferrell, President  
Alliance for Technology Commercialization, Inc.  
1501 S. Joplin Street, Rm. 135  
Pittsburg, KS. 66762  
620-235-4927  
eferrell@pittstate.edu  
www.atckansas.com



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## How Do You Develop an Idea?

The steps to take an idea to market – **the commercialization process:**

1. Discuss examples of people we know that are inventors/entrepreneurs
2. Describe the characteristics of inventors/entrepreneurs (include strengths and weaknesses)
3. Identify steps in commercialization process
4. Discuss design challenges (including function and material)
5. Opportunity for collaboration (design, material, functionality, commercialization)
6. The Prototype (engineering)
7. Patents, Copyrights, Trademarks
8. Set up corporation
9. Funding, Friends, Family (1<sup>st</sup> round Financing)
10. Alpha testing

Operation/Finance/Marketing Staff Development. 11

Taxes, Withholdings and Rent (incubator). 12

Marketing (strategies) and Business Plan (budgeting). 13

Funding, Friends, Family, MasterCard, Visa, Research Grants (2<sup>nd</sup> Round). 14

Focus Groups. 15

Re-design (based on Alpha testing, feedback from focus groups). 16

Funding, Friends, Family, MasterCard, Visa, Research Grants and Investors (3<sup>rd</sup>). 17

Beta Testing. 18

Licensing, Corporate Partnerships, Bank Financing. 19

Manufacturing design and layout. 20

Sales/manufacturing Staff Development. 21

Begin Executing the Marketing Plan. 22

**SOLD!**

Eric Ferrell, Kseniya Gubkina  
Alliance for Technology Commercialization, Inc.  
Shirk Hall, Office 135, Pittsburg State University  
(620)-235-4927 • eferrell@pittstate.edu • www.atckansas.com

*Cherokee County Commissioners*

COURTHOUSE  
COLUMBUS, KANSAS 66725  
316-429-3256

*Charley  
~~Harley~~ Bowers*

*620-431-2390*

*KDHE*

*1500 W 7th St*

*Chamba, KS*

*66720*

*cbowers @ KDHEKS.GOV*