



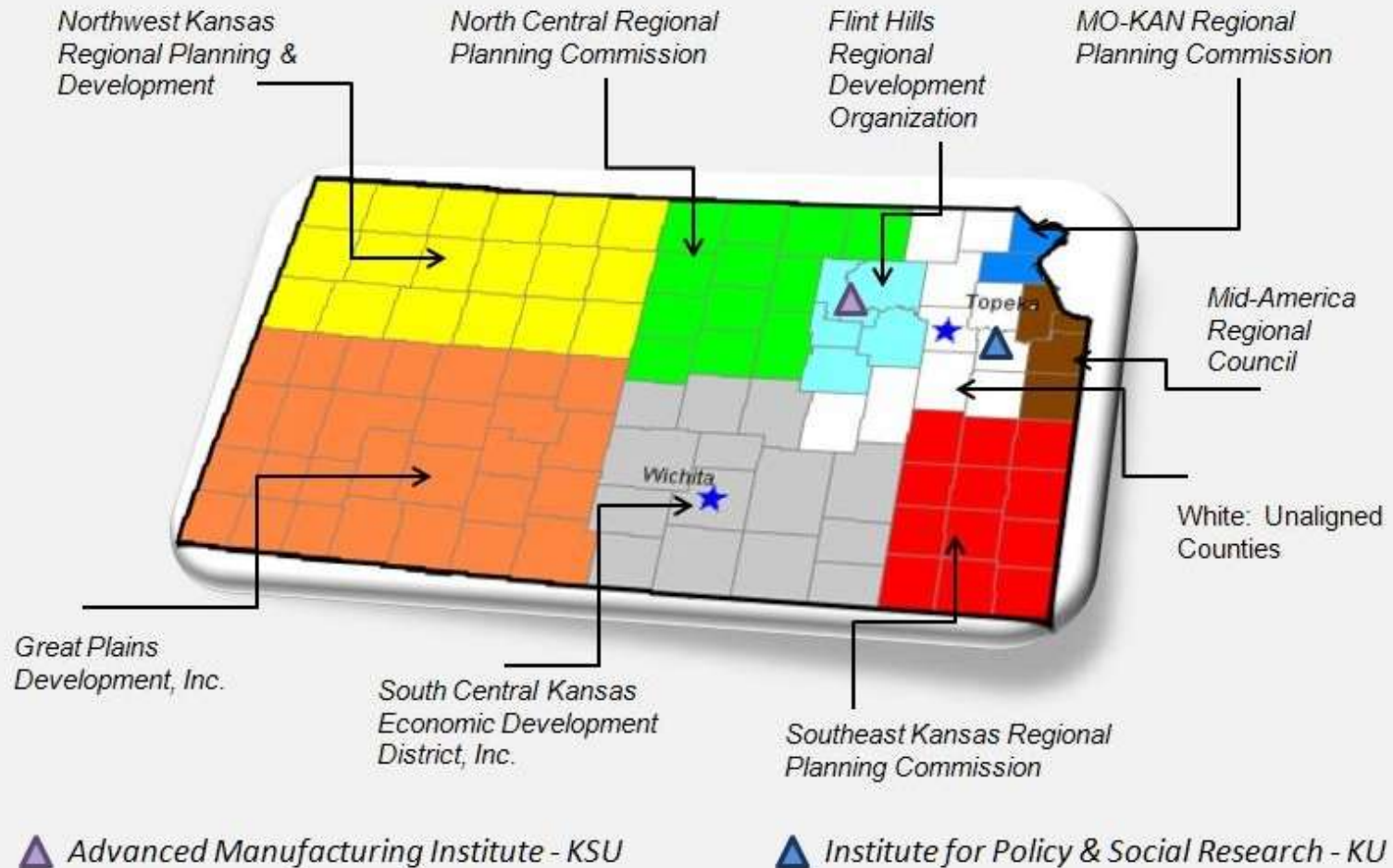
Kansas Association of Regional Development Organizations

Anticipating the Future

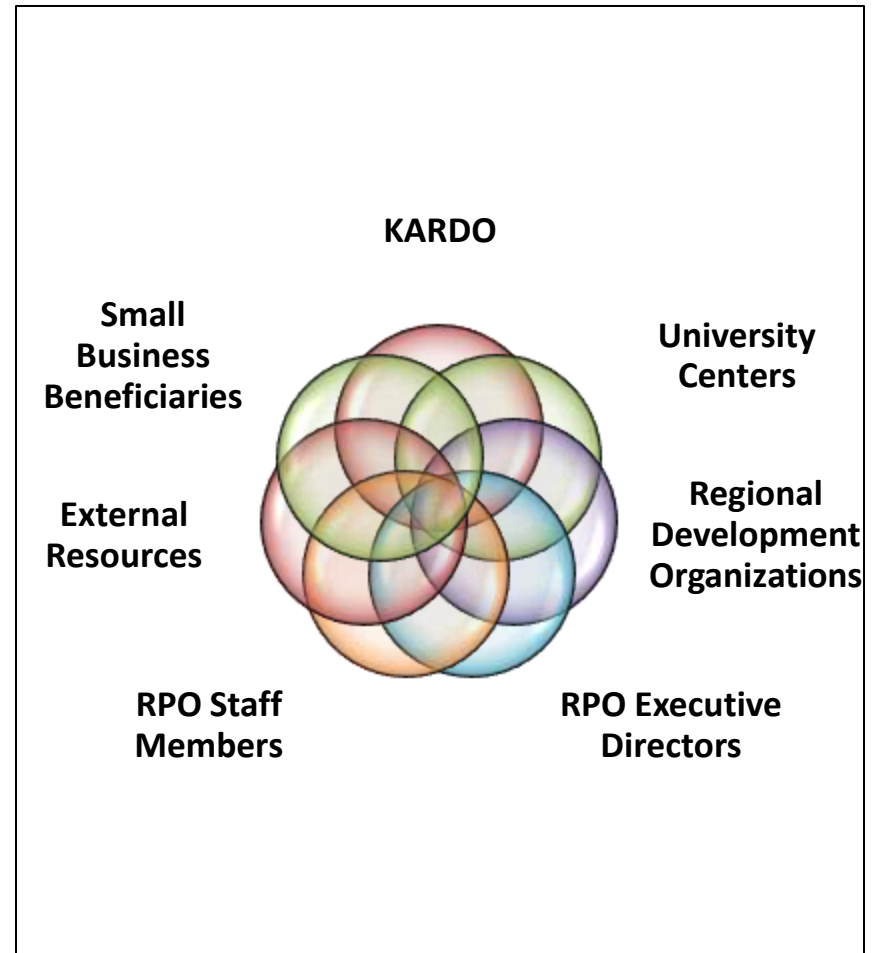
KARDO

- Legal Structure
 - Nonprofit, 501(c)6 Membership Organization
- Membership
 - EDDs and UCs
 - Any other organization or individual that believes a regional approach is best when addressing a complex issue

Kansas Association of Regional Development Organizations



Envisioned Target



Concerning Issues

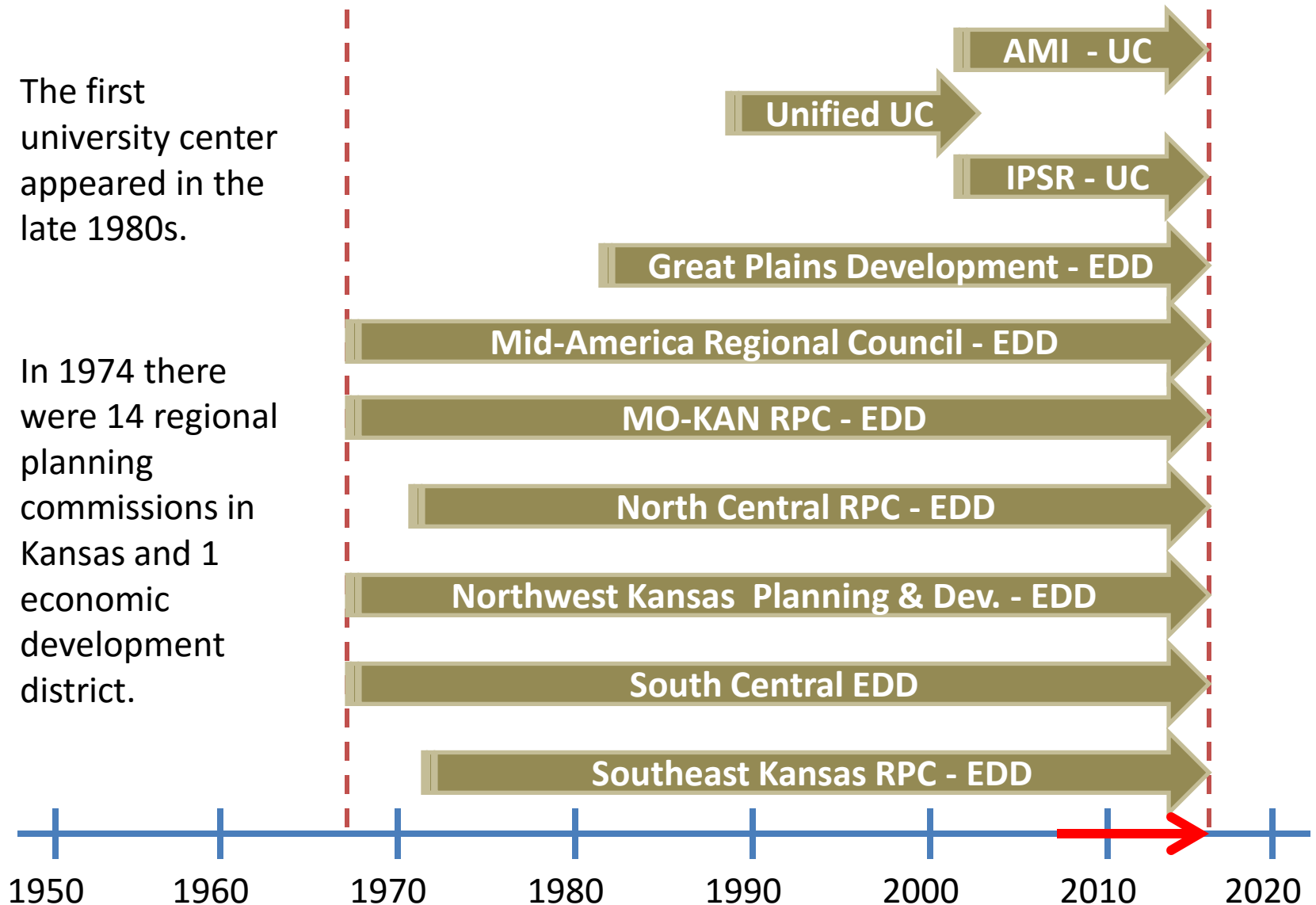
- Member organization age and legacy structure
 - Type, basis, and composition
 - Staff / Board changes and retirements
- Member staff capacity and capability
 - Move from information gathering and planning to that of service delivery...but to what end?
- Member board composition, commitment and outlook
 - Perception of “regional planning” and “regional development”
- Member awareness of the cultural mindset behind why the economy has changed over 50 years
 - Move from a community-focused, worker oriented culture to that of a global setting focused on shareholder “return on investment”

Industrial Development

Entrepreneurship Development

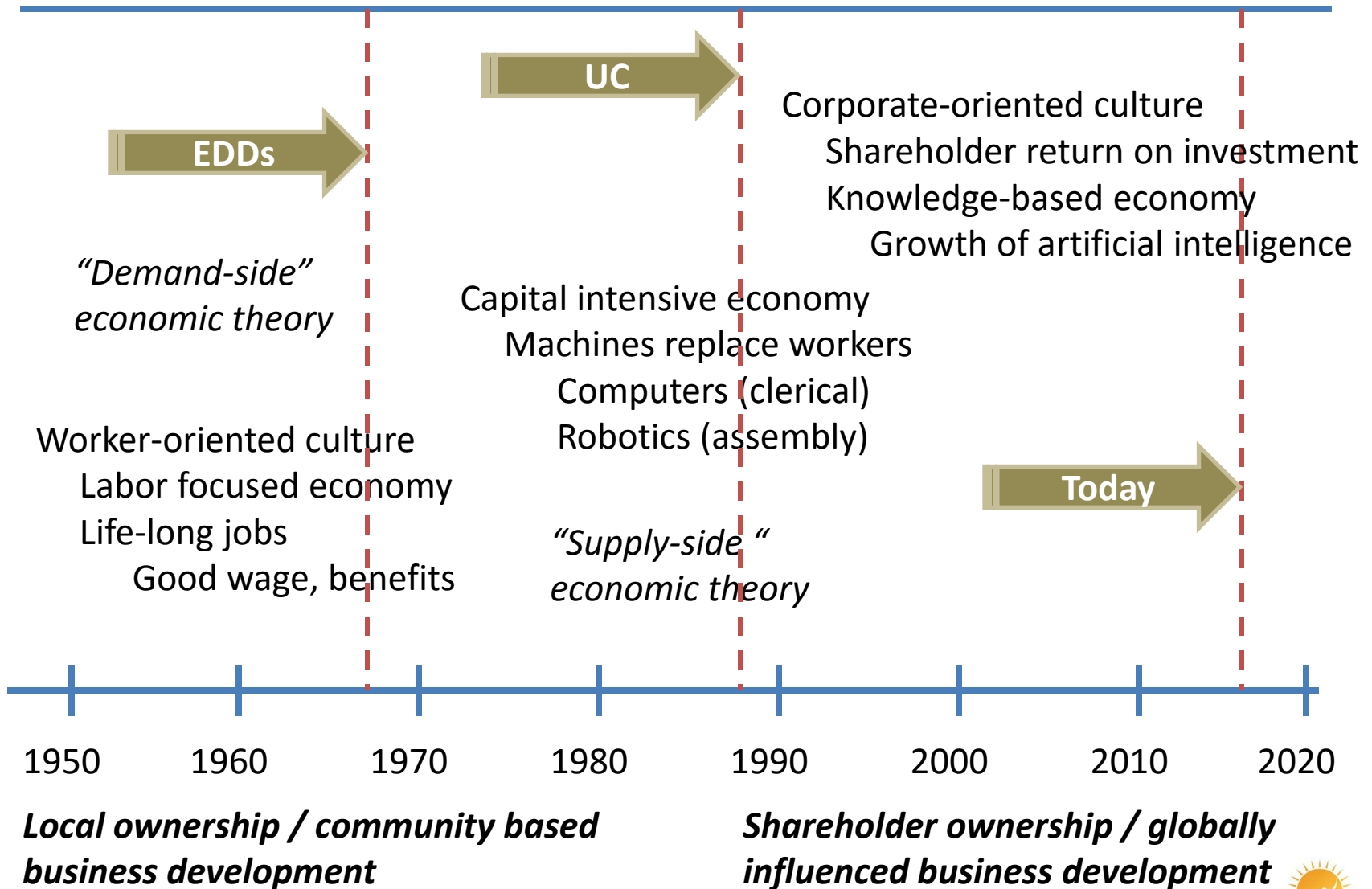
The first university center appeared in the late 1980s.

In 1974 there were 14 regional planning commissions in Kansas and 1 economic development district.

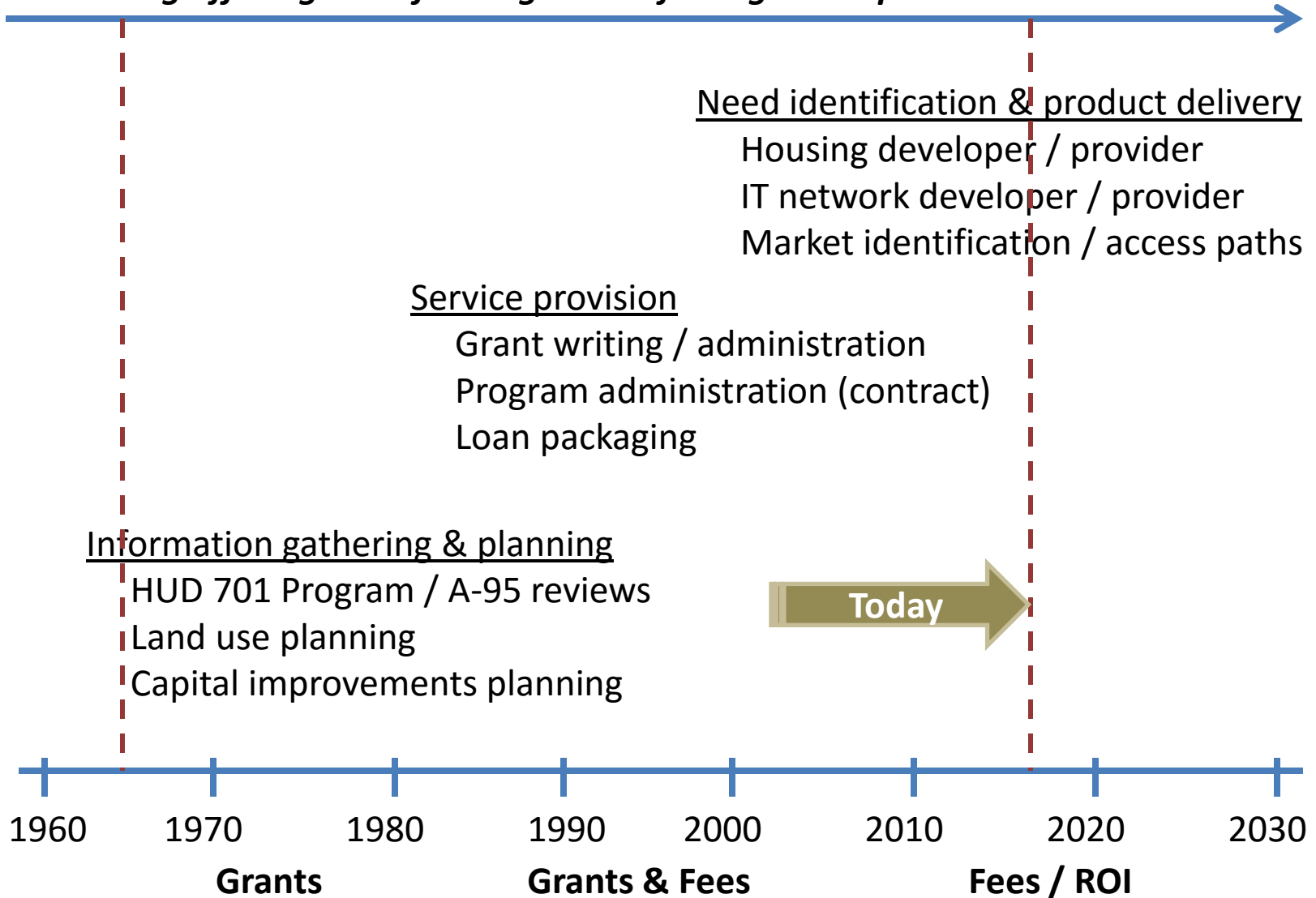


Industrial Development

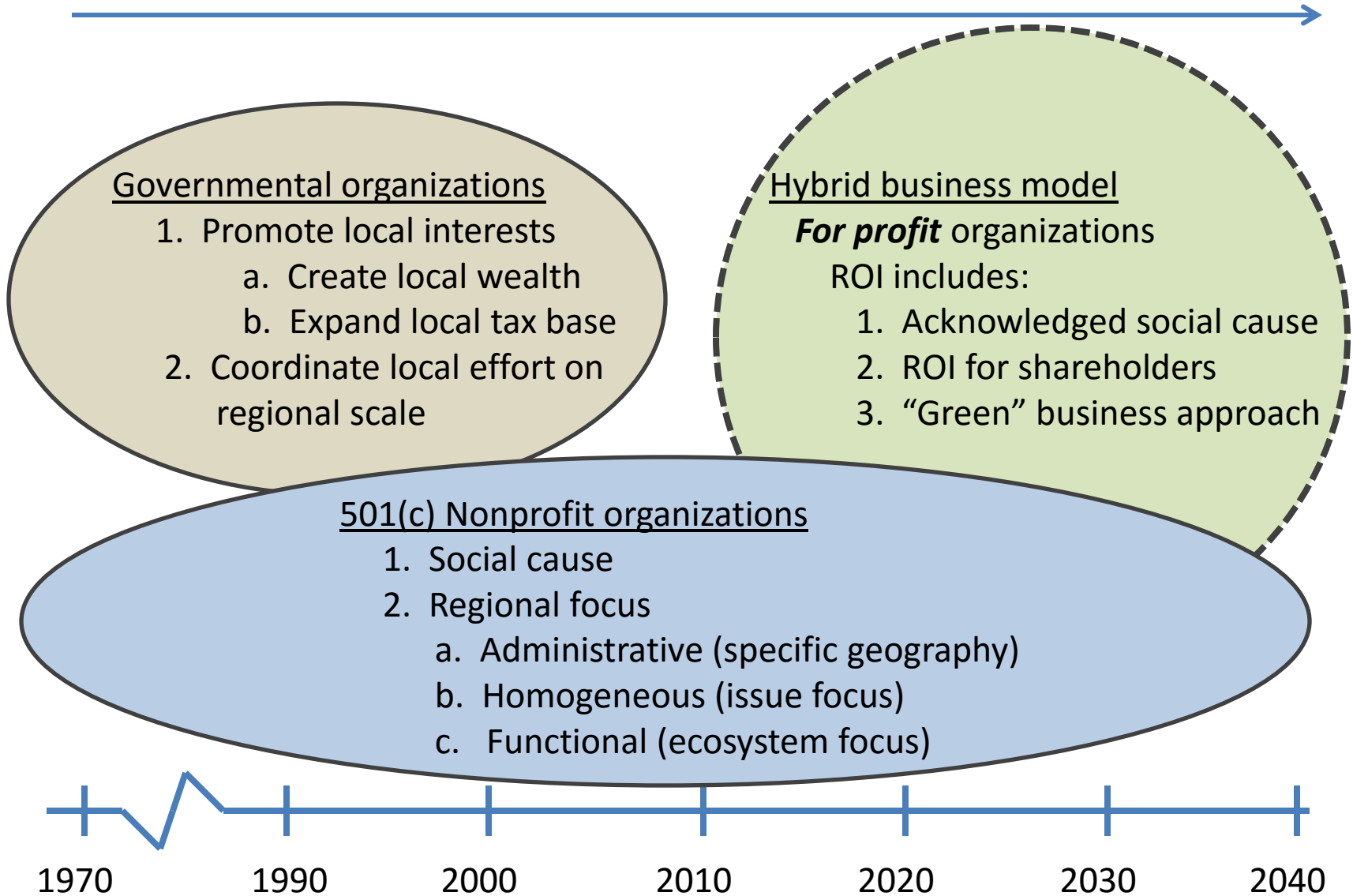
Entrepreneurship Development



Evolving offerings and funding trends for regional operations



Legal foundation of regional development organizations



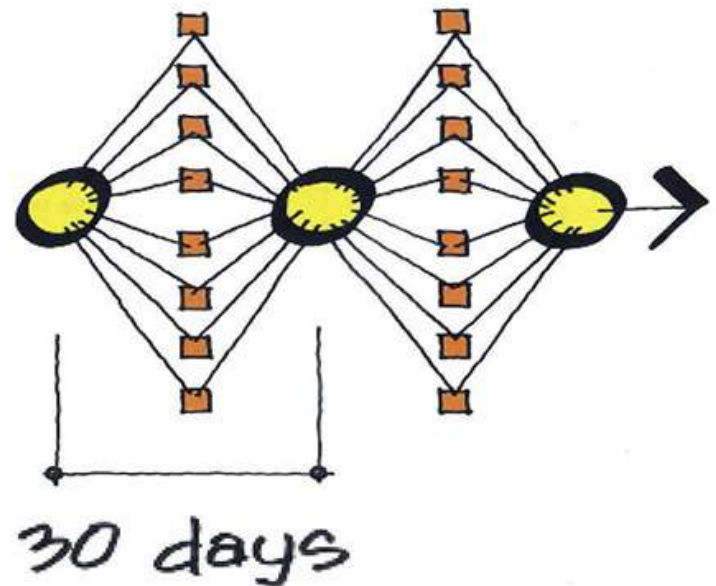
KARDO RBEG

- Peer engagement
 - Lateral learning
- Improving Skill Sets
 - Strategic Doing™
 - Information / Illustration / Analysis
 - Capital Improvements Planning
- Understanding Cultural / Structural Change
 - Entrepreneurial Mindset
 - Hybrid Business Models
 - Benefit Corporations (B-Corps)
 - Low-profit, Limited Liability Companies (L3C)

Strategic Doing™

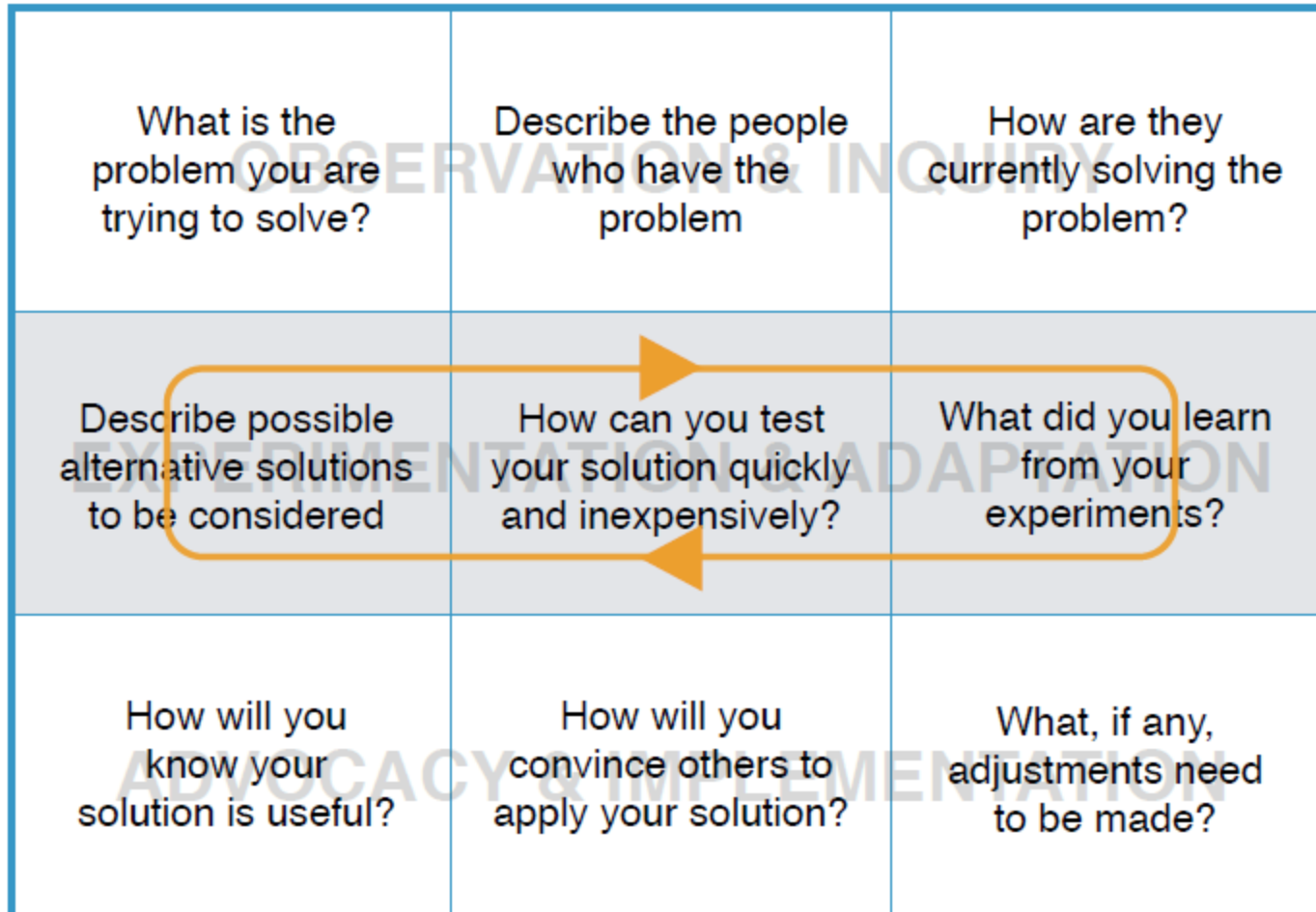
A process that begins with a defined issue, then...

The 4 questions of Strategic Doing

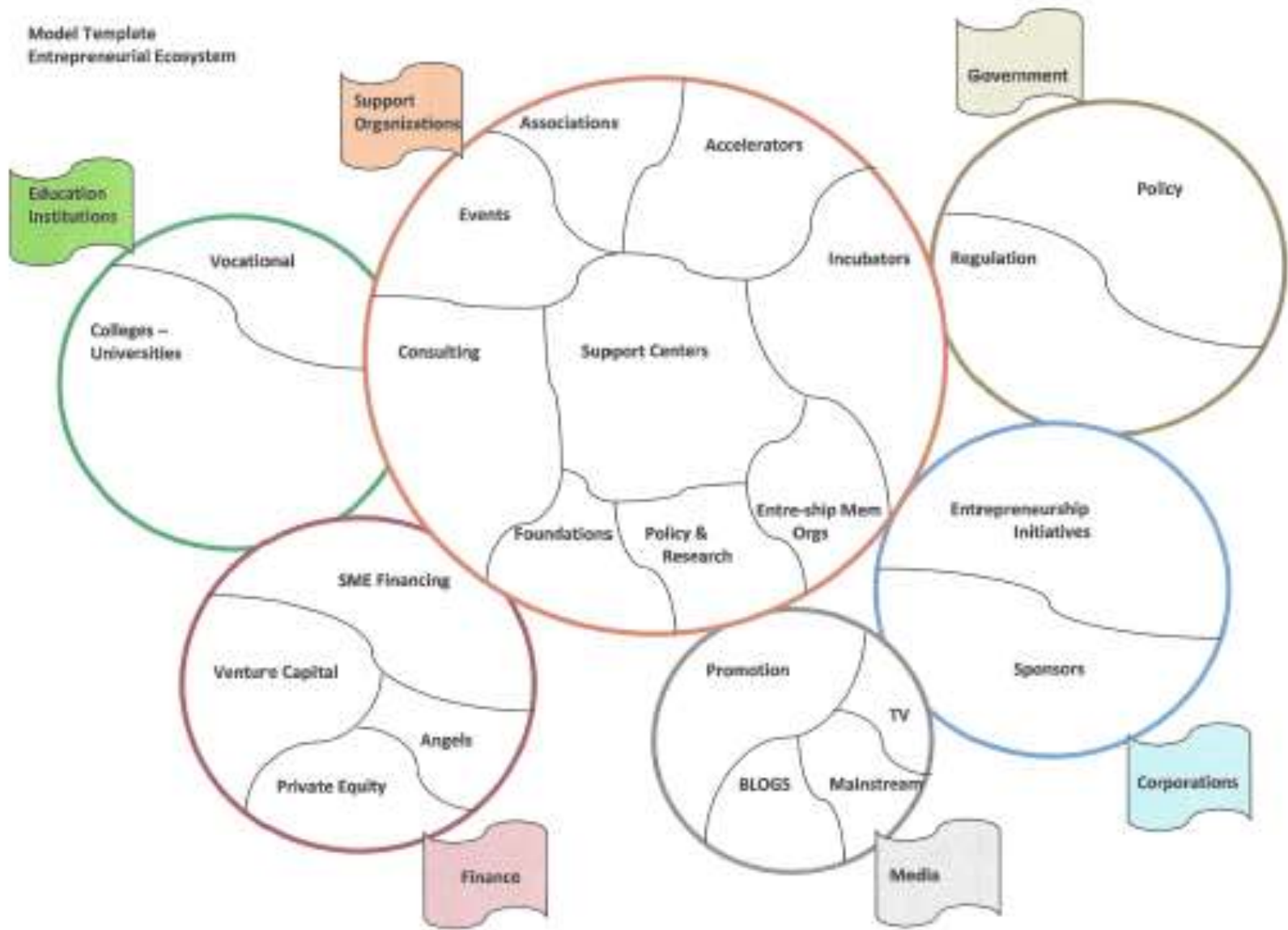


Entrepreneurial Mindset

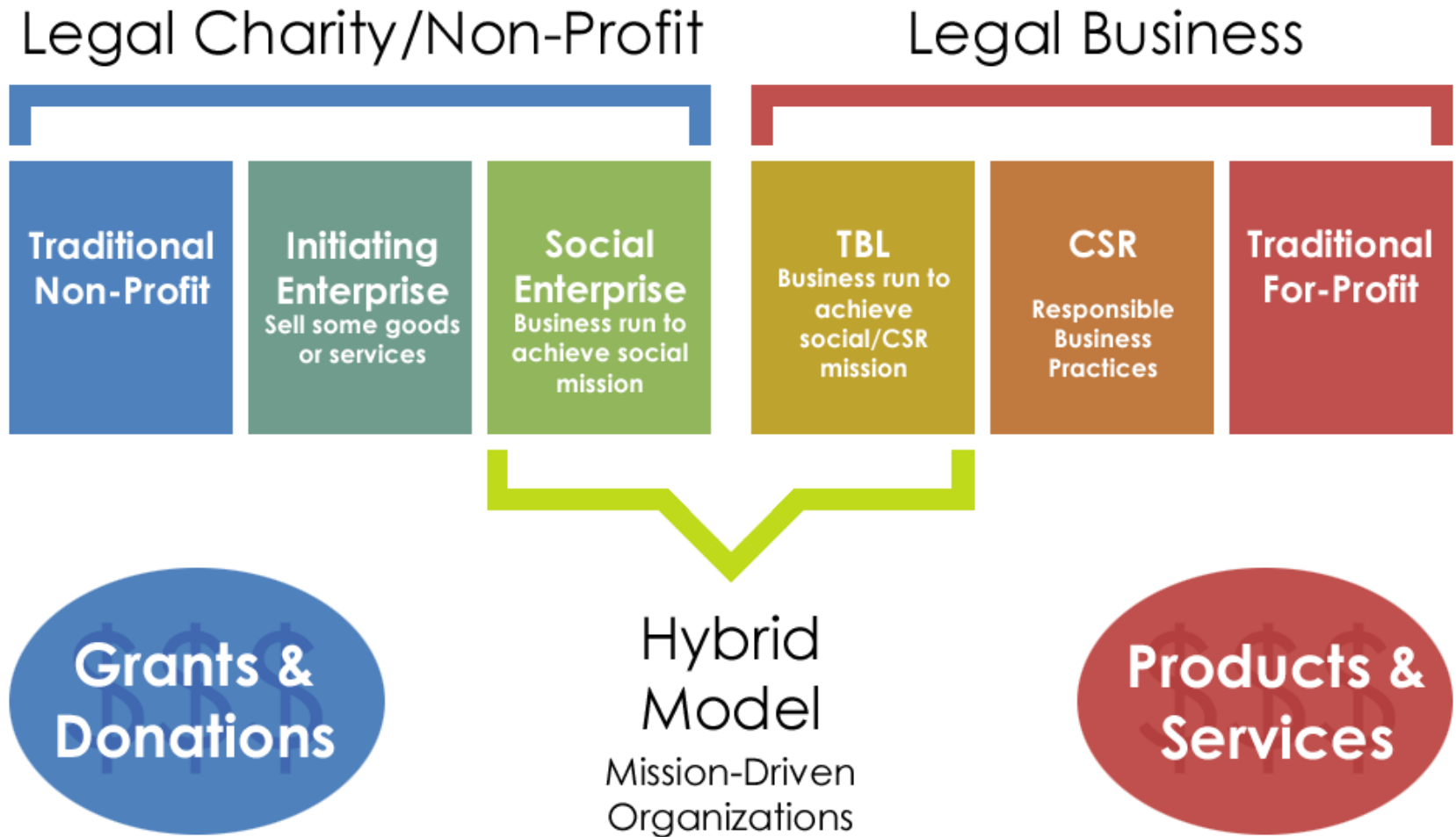
Opportunity Discovery Canvas



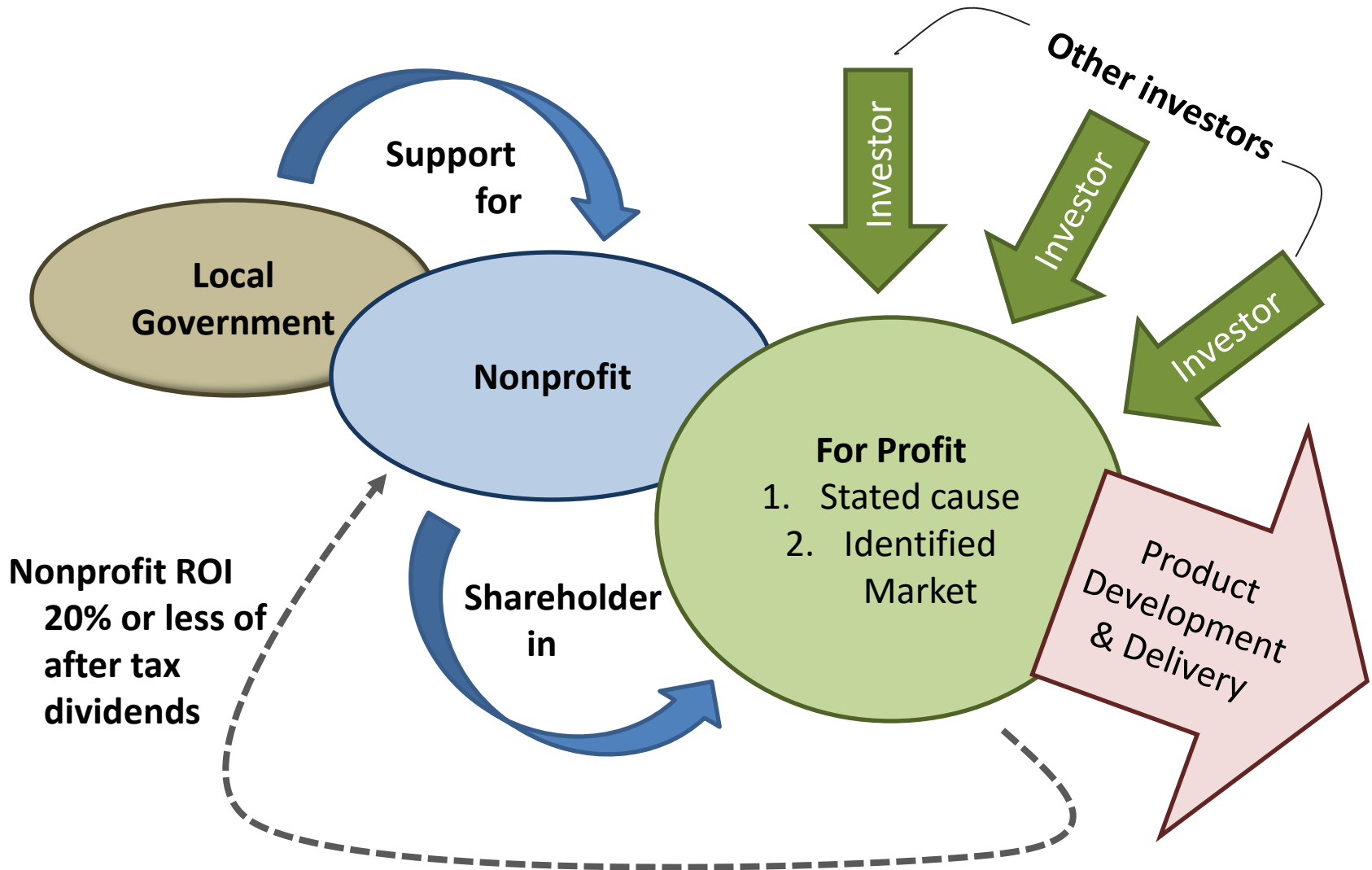
Model Template
Entrepreneurial Ecosystem



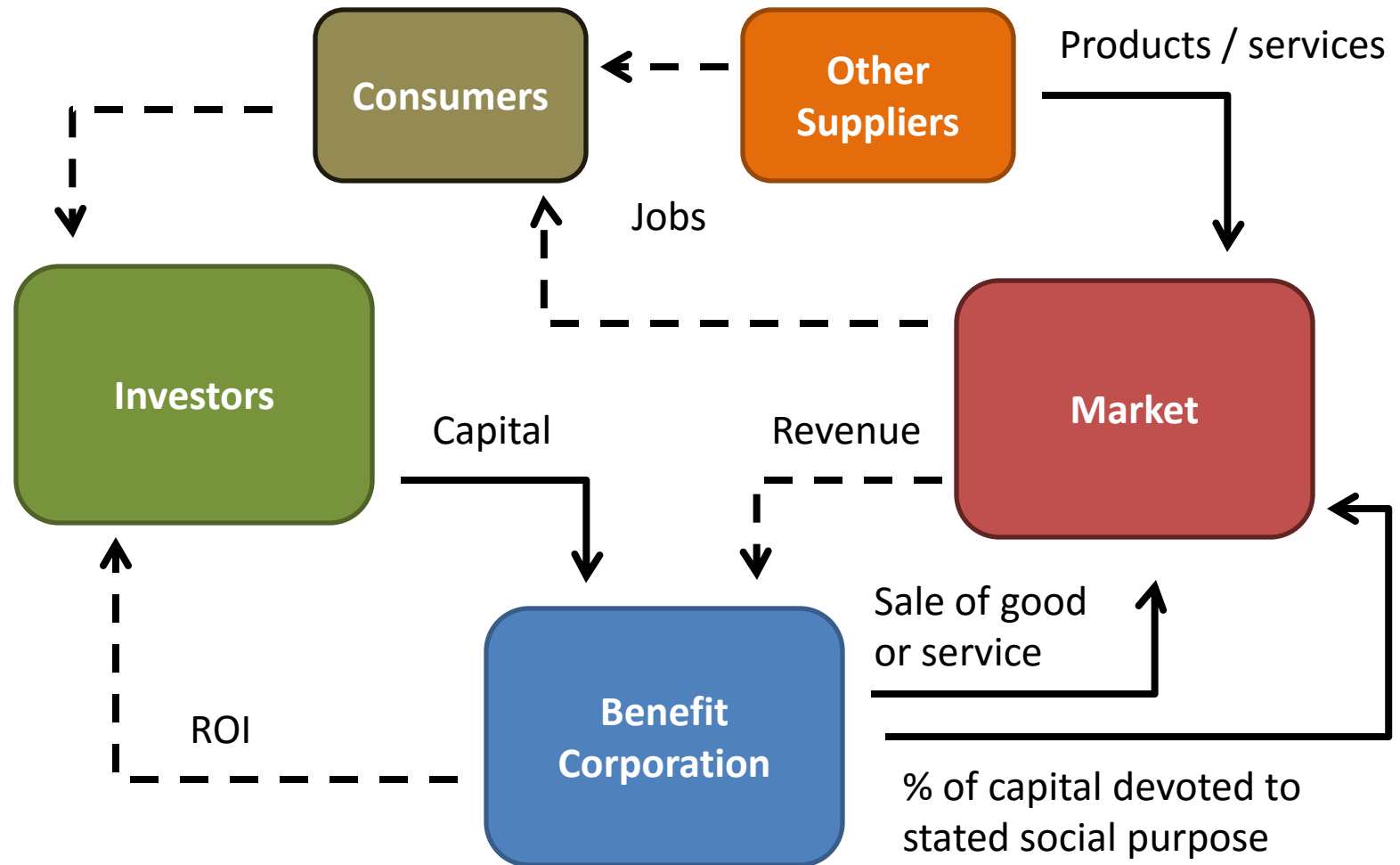
Hybrid Business Model



Regional Development Companies



“B-Corp” Approach



Future Operating Environment

“Collaborating is ultimately about relationships, and relationships do not thrive based on a rational calculus of costs and benefits but rather because of genuine caring and mutual vulnerability.”

The Necessary Revolution, Peter Senge

“Benefit” Corporations / “L3C” Companies

1. Measured social purpose (primary)
2. Shareholder financial ROI (secondary)
3. Environmentally aware (tertiary)

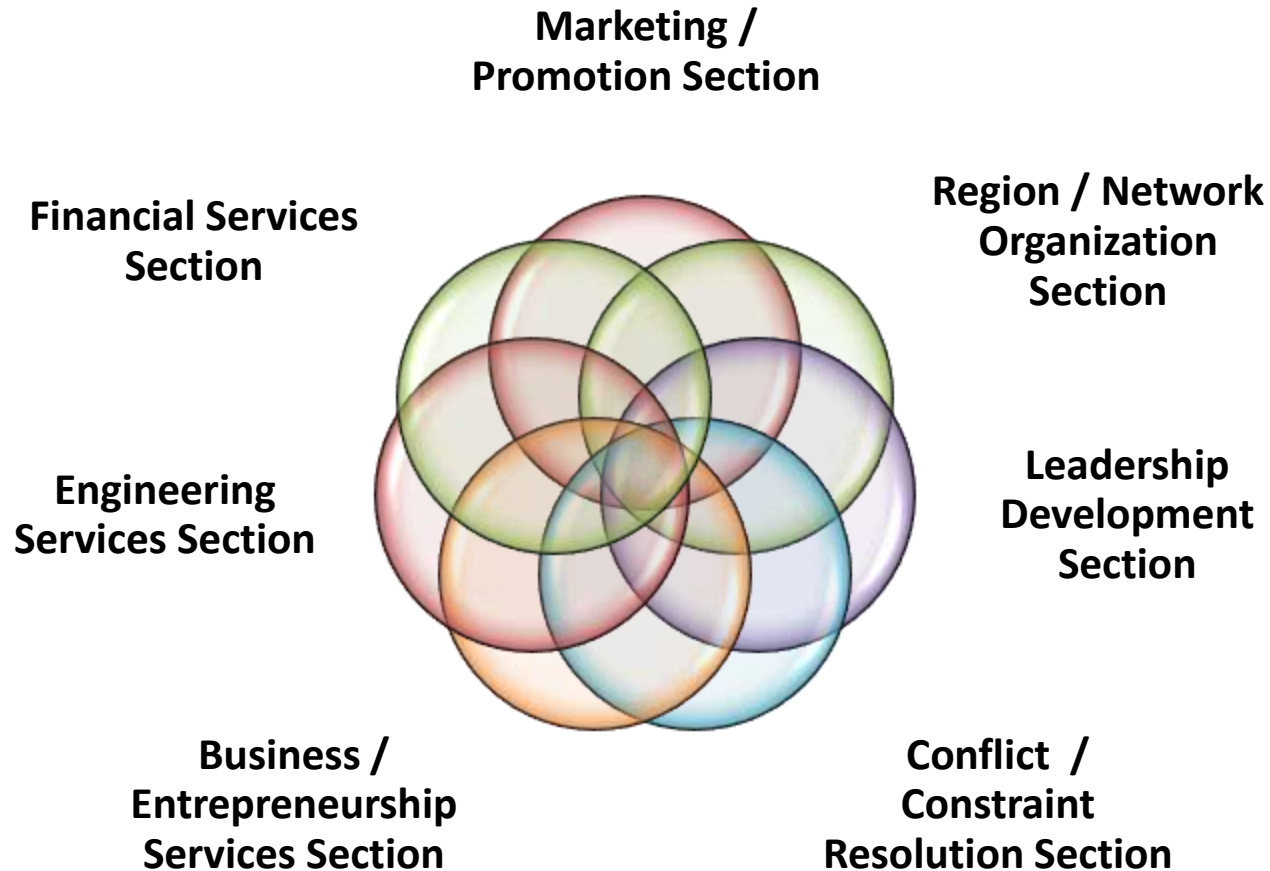
Law Supporting “Benefit” Corporations

Denver Region

- Passed Legislation
 - Colorado (2014)
 - Montana (2015)
 - Nebraska (2014)
 - Utah (2014)
- No Action as Yet
 - Kansas
 - Missouri
 - North Dakota
 - South Dakota
 - Wyoming
- Working on Legislation
 - Iowa

Source: <http://benefitcorp.net/policymakers/state-by-state>

Multi-faceted Function and Service Delivery System



Facilitators

- Strategic Doing™
 - Purdue Center for Regional Development
 - Ed Morrison: <http://www.edmorrison.com/>
- Entrepreneurial Mindset
 - Entrepreneurial Learning Initiative (ELI)
 - Gary Schoeniger: <https://elimindset.com/>
- Capital Improvements Planning
 - Austin Peters Group LLC
 - Beth Tatarko: <http://austinpeters.com/>

Facilitators (cont'd)

- Information / Illustration Analysis
 - Advanced Manufacturing Institute (KSU)
 - Jeff Tucker: <https://www.k-state.edu/ami/>
 - Institute for Policy & Social Research (KU)
 - Xan Wedel: <http://ipsr.ku.edu/>
- Hybrid Business Models
 - John Fulwider: <http://johnfulwider.com/>
 - Bob Crangle:
<http://livelincolncounty.com/business/crangle-law-office-chtd/>
- Peer Engagement
 - Cheryl Lee Hills:
<http://www.regionfive.org/contact/index.html>

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