

## Denise Farris

---

**From:** Denise Farris [dfarris@farrislawfirm.com]  
**Sent:** Thursday, January 26, 2012 9:21 AM  
**To:** 'Denise Farris'  
**Subject:** Support HB 2450 and SB 398

Dear Commerce Committees:

My name is Denise Farris. I own the Farris Law Firm LLC with offices in Stilwell, KS and downtown Kansas City, MO. My practice includes commercial construction law with a strong emphasis on government contracting and the various programs involved including at the federal level the 8a, Service Disabled Vet, Hubzone, MBE (Minority Business Enterprise), WBE (Women Business Enterprise), WOSB (Women Owned Small Business), and DBE (Disadvantaged Business Enterprise). At the state and local levels I have also been heavily involved in the development of the programs used by the State of Missouri, Kansas City, and Unified Government of Wyandotte County.

I am a strong believer in programs which push attention to awarding government procurements, when applicable, to its local small businesses. These are the businesses which are employing your residents, purchasing from your other residents, building office space in your state, and driving up the tax revenues at a local and state level. The incremental benefits to carving out procurements specifically for small business awards, which include – but are not limited to the states' minority and women business owners – are readily seen. For instance, in one of the worst prolonged recessions we've seen in recent times, many small businesses have thrived. They have hired high quality workers laid off by bigger corporations, expanded their operations, bought new furniture, computers and vehicles, and spring on the new opportunities they see as they arise. The import is immediately apparent. You award a contract with a value of between \$500,000 to \$1,000,000 to a large existing company, and the impact is negligible. You award the same contract to a qualified small, minority or woman owned business, and this award will typically result in immediate hiring expansions and other business expansions. This is exactly what all of our state legislators and the governor's office says needs to happen in the state.

This bill gives Kansas the ability to jump start and further support that process. The bill has been drafted to be inclusive, apply to all small businesses, be flexible in terms of how goals are set and where waivers are justified. In addition, the committee vetted it carefully to reduce or eliminate any suggestions that would require a fiscal note or expanded staffing or budget for immediate implementation. The certification for MBE/WBE companies is already in place and there should be no changes in that process. Certification for the size standards (ie "small) should be self certifying and governed by the ability for third party challenges and False Claims Acts awards against any company which misrepresents that status. In other states, successful False Claims actions have proven to be an additional revenue source for the government, when pushed into action.

This bill has been in the process for several years with input from all major stakeholders. We believe it is fair, capable of immediate implementation with little staff or budget increases. In fact, the small business portion of the bill is actually just a renewal of Kansas former small business act, which was codified but never enforced and which expired several years ago by its own terms.

We urge you to give thoughtful consideration to the impact this bill could have on strengthening Kansas' small business community.

**Denise E. Farris, Esq.**

- *Martindale Hubbell "National Preeminent Women Lawyers"*
- *KC Business Journal "Best of the Bar Construction Law"*



\*\*\*\*\*

F

FARRIS LAW FIRM, L.L.C.

1600 Genessee, Suite 433 • Kansas City, MO 64102

Phone: (816) 842-0800 Fax: (816) 842-0877

Email: [dfarris@farrislawfirm.com](mailto:dfarris@farrislawfirm.com)

Web: [www.farrislawfirm.com](http://www.farrislawfirm.com)

*This Email and any files transmitted with it are confidential to the intended recipient and may be privileged. If you are not the intended recipient, please immediately notify the sender. While we have used Anti-virus software to alert us to the presence of computer viruses, we cannot guarantee that this Email and any files transmitted with it are free from viruses.*

## Denise Farris

---

**From:** brian littlejohn [brianlittlejohn616@sbcglobal.net]  
**Sent:** Thursday, January 26, 2012 12:19 AM  
**To:** dfarris@farrislawfirm.com  
**Cc:** Nicholas.Stewart@mambdc.org  
**Subject:** HB 2450 and SB 268

Dear Commerce Committee Members:

Thank you for considering implementation of the Kansas small and disadvantaged business development act. My name is Brian K. Littlejohn Sr. President/C.E.O., 100% owner operator of Littlejohn & Sons Hauling LLC. Kansas House District 84, Kansas Senatorial District 29, and Sedgwick county Commission District 4. I have reviewed the proposed Small Business Bill, submitted as HB 2450 and SB 268, and wish to voice my support of this important legislation.

I can attest as a small business owner, the ability to access government contracts is critical to the ongoing growth and financial viability of my business. With the State's focus on supporting Kansas small business through this legislation, I am confident that access to these contracts will permit me to increase hiring and purchases in this next fiscal year, while simultaneously increasing the tax revenues so desperately needed by the State.

Littlejohn & Sons Hauling LLC, has been certified by the Kansas statewide certification program as a disadvantaged business enterprise (D.B.E.) and a minority-owned business enterprise (M.B.E.). I have also met the requirements for certification as a bona fide minority business enterprise as defined by the National Minority Supplier Development Council, Inc. (N.M.S.D.C) and as adopted by the Mid-American Minority Business Council (MAMBC).

Littlejohn & Sons Hauling LLC, hauls aggregates such as rock, sand, dirt, asphalt, concrete, and demolition debris, primarily for commercial operations. As a small start-up business, I find it quite difficult to compete against larger, well-established hauling companies, especially on sub-contractor jobs where actually "no bidding" is required and contracts are often awarded on a "good-old-boys" basis. Prime example; Company A awarded the government contract, Company B "good-old-boy" awarded sub-contract, Company C gets "hired" by B as a favor, and finally Company C "hires" Company D the (d)disadvantaged business enterprise Littlejohn & Sons. True story..... W.O.W

It has been stated that as a small business, I am lucky to be still in business. I think not. Luck is only created by opportunity. The greatest opportunity for small business such as Littlejohn & Sons Hauling LLC, to be awarded government contracts is the inevitable implementation of the Kansas small and disadvantaged business development act. I am in full support and I pray that the members of this committee be as well.

Thank you Representative Annie Tietze and Senators Oletha Faust-Goudeau and Tom Holland for its introduction.

Thank you Commerce Committee Members for your attention and support to this very important legislation.

Respectly Submitted,  
Mr. Brian K. Littlejohn Sr  
President/C.E.O.  
Littlejohn & Sons Hauling LLC  
1411 N Kansas  
Wichita, Kansas 67214

Registered Voter  
1336 N Minneapolis  
Wichita, Kansas 67214

## Denise Farris

---

**From:** Prentice Lewis [plewis\_builders@swbell.net]  
**Sent:** Tuesday, January 24, 2012 4:23 PM  
**To:** Wayne E. Bell; Chester Daniel; Cokie Diggs; Mildred Edwards; Denise Farris; Senator Oletha Faust-Goudeau; Lazone Grays; Rhonda F. Harris; Rep Melody McCray-Miller  
**Subject:** Fw: HB2450

# FYI

Prentice Lewis  
Administrator  
United Builders & Contractors, Inc.  
1835 Wabash  
Wichita, Kansas 67214  
PH: (316) 250-3288

--- On Tue, 1/24/12, Prentice Lewis <[plewis\\_builders@swbell.net](mailto:plewis_builders@swbell.net)> wrote:

From: Prentice Lewis <[plewis\\_builders@swbell.net](mailto:plewis_builders@swbell.net)>  
Subject: HB2450  
To: "Rep. Anthony Brown" <[anthony.brown@house.ks.gov](mailto:anthony.brown@house.ks.gov)>, "Rep. Gail Finney" <[gail.finney@house.ks.gov](mailto:gail.finney@house.ks.gov)>, "Rep. Annie Tietze" <[annie.tietze@house.ks.gov](mailto:annie.tietze@house.ks.gov)>  
Date: Tuesday, January 24, 2012, 10:15 PM

## ***UNITED BUILDERS & CONTRACTORS, INC.***

***AN ASSOCIATION OF AFRICAN AMERICAN BUSINESSES***

January 25, 2012

Representative Anthony Brown, Chair  
House Standing Committee on Commerce  
and Economic Development  
State Capitol—RM 151-S  
Topeka, Kansas 66612

**RE: HB2450 – Enacting the Kansas small, minority and woman-owned business development act.**

Dear Chairman Brown:

I am writing on behalf of the members of United Builders & Contractors, Inc. asking you to hold a hearing during this session of the legislature on HB2450. If enacted this bill will ensure that small, minority and woman-owned businesses a fair opportunity to provide goods and service to the state of Kansas. As you may

be aware, most states across the country have diversity in procurement programs that are designed to give minority and women business enterprises enhanced access to tax supported procurement contracts. Passage of HB2450 will at the least bring Kansas procurement policies and practices in line with other progressive states.

Currently, the Kansas Department of Transportation (KDOT) is the only state agency that operates a disadvantaged business enterprise program with annual goals. This effort has been ongoing for more than 40 years. And sadly, only on federally assisted projects.

Chairman Brown, a public hearing on HB2450 will afford small businessmen and women from around the state the opportunity to come before your committee and give testimony regarding difficulties they encounter in efforts to do business not only with the state of Kansas but also with local governments and local education agencies. That is why I strongly encourage you to set a hearing with adequate notice allowing these small businessmen and women time to rearrange their work schedules and attend.

I will be happy to assist in notifying small businesses in the Wichita area regarding the hearing. If you wish to discuss this matter with me by phone, please call me at (316) 250-3288, or email me at [plewis\\_builders@swbell.net](mailto:plewis_builders@swbell.net).

Sincerely,

Prentice Lewis  
Administrator  
United Builders & Contractors, Inc.  
1835 Wabash  
Wichita, Kansas 67214  
PH: (316) 250-3288

## Denise Farris

---

**From:** Lisa Machicao [lisa.machicao@martinezlaw.net]  
**Sent:** Tuesday, January 24, 2012 5:01 PM  
**To:** Denise Farris  
**Subject:** Letter of Support

Dear Commerce Committee Members:

Thank you for considering implementation of the Kansas small and disadvantaged business development act. My name is Lisa Machicao, and I am a resident of the state of Kansas, and I am a partner at a small minority owned law firm doing legal services within the State of Kansas. I have reviewed the proposed Small Business Bill, submitted as HB 2450 and SB 268, and wish to voice my support of this important legislation. As a small business owner, the ability to access government contracts has been a critical part of our business and our ability to grow. Our small minority owned law firm has been able to participate on several large government opportunities from bond work to litigation on the Missouri side. We are very encouraged by Kansas reviewing and considering legislation that could open tremendous doors for small businesses. Thank you for your attention and support to this important legislation.

Sincerely,  
Lisa Machicao

Kansas Residence: 8204 West 145<sup>th</sup> Street, Overland Park, KS 66223

### **Martinez Madrigal & Machicao, LLC**

616 West 26<sup>th</sup> Street  
Kansas City, Missouri 64108

816.415.9503 phone  
816.979.1629 direct  
888.398.7665 fax

### ***Business & Real Estate, Affordable Housing, Community & Economic Development, Public Finance***

This electronic message is from a law firm. It may contain confidential or privileged information. If you received this transmission in error, please reply to the sender to advise of the error and delete this transmission and any attachments.

IRS Circular 230 Disclosure: To ensure compliance with requirements imposed by the IRS, we inform you that any U.S. federal tax advice contained in this communication (including any attachments) is not intended or written to be used, and cannot be used, for the purpose of (i) avoiding penalties under the Internal Revenue Code or (ii) promoting, marketing, or recommending to another party any transaction or matter addressed herein.

The Missouri Bar Disciplinary Counsel requires all Missouri lawyers to notify all recipients of e-mail that (1) e-mail communication is not a secure method of communication; (2) any e-mail that is sent to you or by you may be copied and held by various computers it passes through as it goes from me to you or vice versa; and (3) persons not participating in our communication may intercept our communications by improperly accessing your computer or my computer or even some computer unconnected to either of us which the e-mail passed through.

## Denise Farris

---

**From:** Denise Mills [denise.mills@leaderfuelnow.com]  
**Sent:** Tuesday, January 24, 2012 5:39 PM  
**To:** Denise Farris (dfarris@farrislawfirm.com)  
**Subject:** Support for proposed Small Business Bill HB 2450 and SB 268

Dear Commerce Committee Members:

Thank you for considering implementation of the Kansas small and disadvantaged business development act. My name is Denise Mills, and I am a resident of the state of Kansas, and own and operate a small consulting and training business within the State of Kansas. I have reviewed the proposed Small Business Bill, submitted as HB 2450 and SB 268, and wish to voice my support of this important legislation. As a small business owner, the ability to access government contracts is critical to the ongoing growth and financial viability of my business. With the State's focus on supporting Kansas small business through this legislation, I am confident that access to these contracts will permit me to increase hiring and purchases in this next fiscal year, while simultaneously increasing the tax revenues so desperately needed by the State.

My company, LeaderFuelNow LLC, currently employs 18 full time people and supports another 30 independent contractors. We are somewhat conservative in our hiring practices due to the many uncertainties in this current economic climate. Greater access to ongoing government contracts would increase our business and create new full time employment opportunities for many who now work for us on a per project basis.

Thank you for your attention and support to this important legislation.

Sincerely,

Denise Mills

Denise Upah Mills, Chief Mindset Officer  
The LeaderFuel Center LLC dba LeaderFuelNow  
11020 King Street, Suite 300 | Overland Park, KS 66210  
Office 913.948.5900 | Mobile 913.980.4545

Home Address: 15404 Mastin Street  
Overland Park, KS 66221

enGAUGE People - BOOST Performance - SHIFT Mindset

## Denise Farris

---

**From:** CHRISTINE [CHRISTINE@coltsafety.com]  
**Sent:** Tuesday, January 24, 2012 4:56 PM  
**To:** Denise Farris  
**Subject:** diversity inclusion

**Dear Commerce Committee Members:**

**Thank you for considering implementation of the Kansas small and disadvantaged business development act. My name is Christine J Bierman and I am a resident of the state of Missouri and operate a nationwide distribution company. I have reviewed the proposed Small Business Bill, submitted as HB 2450 and SB 268, and wish to voice my support of this important legislation. As a small business owner, the ability to access government contracts is critical to the ongoing growth and financial viability of my business. With the State's focus on supporting Kansas small business through this legislation, I am confident that access to these contracts will permit me to increase hiring and purchases in this next fiscal year, while simultaneously increasing the tax revenues so desperately needed by the State.**

**Colt SAFETY is a 32 year old, quality managed to ISO certification and technically oriented safety products distribution company. Diversity companies represent over 50 % of all US firms yet receive less than 3% of all government spending dollars. Exxon Mobile along with WBENC conducted a study showing a 2% savings doing business specifically with WOSB. It has been proven time and again that one receives better value, better quality, better service at a better price by doing business with diversity companies. If those statistics aren't enough...how about the fact that it simply is the right thing to do.**

**Thank you for your attention and support to this important legislation.**

**Sincerely  
Christine J Bierman  
CEO & Founder  
Colt SAFETY, Inc  
8300 Manchester Rd  
St. Louis, MO 63144**

**Have a **SAFE** day!  
Christine Bierman  
CEO & Founder  
[www.coltsafety.com](http://www.coltsafety.com)  
8300 Manchester Rd  
St. Louis, MO 63144  
314-961-4414 voice  
866-FAX-COLT fax  
314-220-9800 mobile  
Las Vegas warehouse 702-448-7993  
8(a) WOSB, SDB, DBE**

***"Some say eat or be eaten; some say live and let live. But all are agreed if you join the stampede, you should never take more than you give in the circle of life." Elton John/Tim Rice***



**DOD ESGR Freedom Award Winner**



**8(a) DBE WOSB  
CPUC**



**LEED ACCREDITED  
TL9000 #6229  
ISO 9001:2008**

**ST. LOUIS HEADQUARTERS**  
8300 MANCHESTER ROAD  
ST. LOUIS, MO 63144



**LAS VEGAS**  
7550 SCHLISTER STREET  
LAS VEGAS, NV 89138

**Colt SAFETY & Christine are the recipients of:**

- \* **DOD ESGR FREEDOM** award for employers support of the guard & reserve
- \* Missouri **CONSPICUOUS SERVICE MEDAL** for outstanding service to our State and our Nation
- \* St. Louis Business Journal's **Most Influential Women**
- \* **YWCA Academy of Leaders**
- \* **NAWBO National Public Policy Advocate**
- \* **ASSE SPY Award (Safety Professional of the Year)**

## **Denise Farris**

---

**From:** Becky Oliver [boliver@nexusrelocation.com]  
**Sent:** Wednesday, January 25, 2012 9:25 AM  
**To:** dfarris@farrislawfirm.com  
**Subject:** Small Bs. Bill

Dear Commerce Committee Members:

Thank you for considering implementation of the Kansas small and disadvantaged business development act. My name is Becky Oliver, and I am a resident of the state of Kansas, and/or own and operate a business within the State of Kansas. I have reviewed the proposed Small Business Bill, submitted as HB 2450 and SB 268, and wish to voice my support of this important legislation. As a small business owner, the ability to access government contracts is critical to the ongoing growth and financial viability of my business. With the State's focus on supporting Kansas small business through this legislation, I am confident that access to these contracts will permit me to increase hiring and purchases in this next fiscal year, while simultaneously increasing the tax revenues so desperately needed by the State.

Nexus Relocation Group is a full service company providing supports to people that are moving to a new location. We currently have a contract working with the State of Missouri and look forward to working with the State of Kansas helping employees who are relocated for their employment settle in quickly and become productive in their new job. It is important for us to continue to grow our business and provide employment opportunities for others.

Thank you for your attention and support to this important legislation.

Sincerely

Becky J. Oliver

President

Nexus Relocation Group, Inc.

2041 West 141<sup>st</sup> Terrace

Leawood, KS 66224

## Denise Farris

---

**From:** ChristalWatson@kbccinc.com  
**Sent:** Wednesday, January 25, 2012 3:53 PM  
**To:** dfarris@farrislawfirm.com  
**Cc:** jbanks@wycokck.org; cleanslate@att.net  
**Subject:** Testimony - House Bill HB 2450 Enacting the Kansas small and disadvantaged business development

**Importance:** High

Dear Commerce Committee Members:

Thank you for considering implementation of the Kansas small and disadvantaged business development act. My name is Christal Watson, and I am a resident of the state of Kansas, and serve as the President/CEO of the Kansas Black Chamber of Commerce within the State of Kansas. I have reviewed the proposed Small Business Bill, submitted as HB 2450 and SB 268, and wish to voice my support of this important legislation. As an advocate for small business owners, the ability to access government contracts is critical to the ongoing growth and financial viability of minority and disadvantaged business. With the State's focus on supporting Kansas small business through this legislation, I am confident that access to these contracts will permit the KBCC to continue our efforts supporting minority business the opportunity to increase hiring and purchases in this next fiscal year, while simultaneously increasing the tax revenues so desperately needed by the State.

The KBCC is in the process of successfully opening Wyandotte County's first minority incubator called the Urban Business Enterprise Center in Kansas City, Kansas. We believe strongly that economic development and diversity development are vital in the County's efforts to improve and expand the economy and economic opportunities for MBE/WBE/DBE in Wyandotte County. The Urban Business Enterprise Center symbolizes partnerships established with Unified Government - Kansas City, KS, Mid America Minority Supplier Development Council, and the Kansas Small Business Development Center, just to name a few, that support minority development and training.

By creating an environment where entrepreneurialism is encouraged, we have an opportunity to increase the volume of the Wyandotte County marketplace and throughout the state of Kansas which will translate into increased business license registrations and state certifications. Without Bill HB 2450 and SB 268 in place, it limits our capacity to stimulate fair distribution of bidding opportunities and decreases the level of competition for procurement and professional service bids both on local and state levels.

Thank you for your attention and support to this important legislation.

Sincerely,

*Christal Watson*

Christal Watson  
President/CEO  
KBCC Inc.  
A Kansas Black Chamber of Commerce  
736 Armstrong Avenue  
Kansas City, KS 66101

## **Denise Farris**

---

**From:** Cliftene Lewis [clewis@americanfiresprinkler.com]  
**Sent:** Wednesday, January 25, 2012 3:56 PM  
**To:** 'Denise Farris'  
**Subject:** Thanks, Denise

**Dear Commerce Committee Members:**

Thank you for considering implementation of the Kansas small and disadvantaged business development act. My name is Cliftene Lewis and I am a resident of the state of Kansas, and own and operate a business within the State of Kansas. I have reviewed the proposed Small Business Bill, submitted as HB 2450 and SB 268, and wish to voice my support of this important legislation. As a small business owner, the ability to access government contracts is critical to the ongoing growth and financial viability of my business. With the State's focus on supporting Kansas small business through this legislation, I am confident that access to these contracts will permit me to increase hiring and purchases in this next fiscal year, while simultaneously increasing the tax revenues so desperately needed by the State.

American Fire Sprinkler is a 43 year old sub contracting business. Like most of the construction companies we have been hit hard by the recession of the past three years. In October of 2008 we had 110 employees. By June of 2010 we were down to 39 employees. Thanks to being awarded some state and federal contracts, including the Topeka Statehouse, we currently have 62 employees .

As a women owned small business, this legislation is vital to our future and that of other minority and small businesses.

Thank you for your attention and support to this important legislation.

Sincerely

Cliftene Lewis

President

American Fire Sprinkler

6750 W. 47<sup>th</sup> Terrace

Mission, Kansas 66203

**Cliftene Lewis**

President

913-722-6900 Office x101

913-722-6969 Fax

## Denise Farris

---

**From:** Diane St Louis [diane.stlouis@dvrq.com]  
**Sent:** Tuesday, January 24, 2012 5:49 PM  
**To:** dfarris@farrislawfirm.com  
**Subject:** Support / Nawbo

**Dear Commerce Committee Members:**

Thank you for considering implementation of the Kansas small and disadvantaged business development act. My name is Diane St. Louis, and I am a resident of the state of Kansas, and own and operate a business within the State of Kansas. I have reviewed the proposed Small Business Bill, submitted as HB 2450 and SB 268, and wish to voice my support of this important legislation. As a small business owner, the ability to access government contracts is critical to the ongoing growth and financial viability of my business. With the State's focus on supporting Kansas small business through this legislation, I am confident that access to these contracts will permit me to increase hiring and purchases in this next year, while simultaneously increasing the tax revenues so desperately needed by the State.

As a certified WBENC company, my employees and I would be greatly benefited by Government contracts. I have made attempts at government RFQs but have found them to be very cumbersome and have never won a bid. DVRG is the only certified WBENC plastic card company in the United States. Implementing WBE and WOSB goals in the State of Kansas would be of great benefit. As a small business and a manufacturer and a WBE/WOSB I cannot fully express the importance of this Act.

Thank you for your attention and support to this important legislation.

Sincerely,

**Diane St. Louis**  
**Digital Vision Resources Group, LLC® / DVRG®**  
**8236 Nieman Road • Lenexa, KS • 66214**  
**913.402.5900 office**  
**913.402.2040 fax**  
**816.898.1600 mobile**  
**[www.dvrq.com](http://www.dvrq.com)**

***Paper or Plastic? Either way we'll print it!®***



**Residence address: 14316 Norwood Street • Leawood, KS • 66224**

## Denise Farris

---

**From:** John Olivarez [jolivarez@prometals.net]  
**Sent:** Wednesday, January 25, 2012 3:44 PM  
**To:** dfarris@farrislawfirm.com  
**Subject:** HB 2450 and SB 268

Dear Commerce Committee Members:

Thank you for considering implementation of the Kansas small and disadvantaged business development act. My name is John M. Olivarez, and I am a resident of the state of Kansas, and operate a business within the State of Kansas. I have reviewed the proposed Small Business Bill, submitted as HB 2450 and SB 268, and wish to voice my support of this important legislation. As a small business owner, the ability to access government contracts is critical to the ongoing growth and financial viability of my business. With the State's focus on supporting Kansas small business through this legislation, I am confident that access to these contracts will permit me to increase hiring and purchases in this next fiscal year, while simultaneously increasing the tax revenues so desperately needed by the State.

We are a full-service sheet metal contractor, providing quality service to commercial clients in the midwest region. We specialize in the installation of heating, ventilation and air conditioning equipment and their duct systems. From remodeling to new construction, we are a young company and if it weren't for the MBE/DBE certification we would not have attempted to start our HVAC company. we rely on this program to help in our growth and development through the upcoming years.

Thank you for your attention and support to this important legislation.

*John M. Olivarez*  
*Business Manager / Estimator*  
*2708 Strong Ave.*  
*Kansas City, Kansas 66106*  
*PH: (913) 400-2868*  
*FAX: (913) 400-3187*  
*[www.prometals.net](http://www.prometals.net)*



This message is for the named person's use only. It may contain confidential, proprietary or legally privileged information. No confidentiality or privilege is waived or lost by any mistransmission. If you receive this message in error, please immediately delete it and all copies of it from your system, destroy any hard copies of it and notify the sender. You must not, directly or indirectly, use, disclose, distribute, print, or copy any part of this message if you are not the intended recipient.

## Denise Farris

---

**From:** Ricki McGuire [rmcguire@optitekinc.com]  
**Sent:** Wednesday, January 25, 2012 5:16 PM  
**To:** dfarris@farrislawfirm.com  
**Subject:** HB 2450 & SB 268

**Dear Commerce Committee Members:**

**As a small business owner, the ability to access government contracts is critical to the ongoing growth and financial viability of my business. With the State's focus on supporting Kansas small business through this legislation, I am confident that access to these contracts will permit me to increase hiring and purchases in this next fiscal year, while simultaneously increasing the tax revenues so desperately needed by the State. As a WOSB, I support this long overdue cause.**

**Respectfully,**

Ricki McGuire  
President  
Optitek, Inc.  
Phone: 314-644-2880  
Cell: 314-308-6880



[www.optitekinc.com](http://www.optitekinc.com)