



Growing Regional Innovation- Based Economies: The Kansas Opportunity Innovation Network



NADO Annual Training Conference
October 8, 2011



Innovation is a Contact Sport



How can rural America compete?



Public Domain



The Rural Economic Development Portfolio

Recruitment

Grow Your Own

Incentive Focus

Clustering

Entrepreneurship

Using local tax dollar to recruit new business from other areas in to your region

Acknowledge a concentration of existing businesses and develop policy to support companies

Develop policy and/or services to support individual startup and existing businesses



How can rural America compete?



Public Domain



<http://minimediaguy.org/2007/02/21/the-amish-approach-to-new-media/>



Driving Economic Objective

- Enhance the global competitiveness of rural technology-based businesses



KOIN Objective

- **Generate the core benefits of industry clusters in areas where critical innovation resources are sparse.**



KOIN Strategy

- Create proactive, open collaboration networks, that generate competitive advantage through:
 - Facilitating connections that drive successful partnerships
 - Identifying and exploiting opportunities

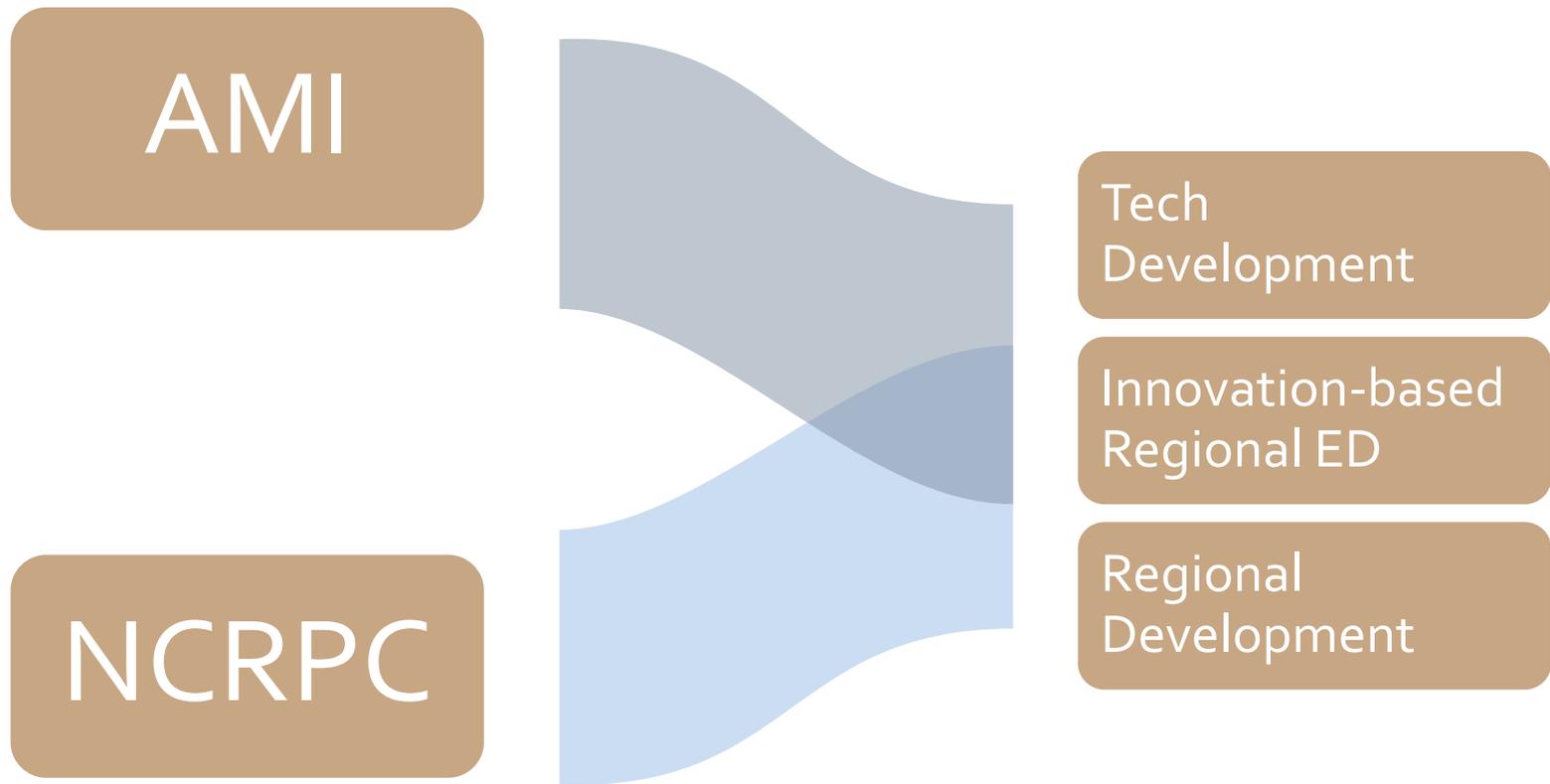


Discussion Outline

- **Deep Collaboration Between an Economic Development District and a University Center:**
 - Merging of Competencies and Perspectives
 - A Pilot Endeavor
 - KOIN: Adding to the Rural Development Economic Development Portfolio



A migration to a complementary relationship



AMI: Who We Are...

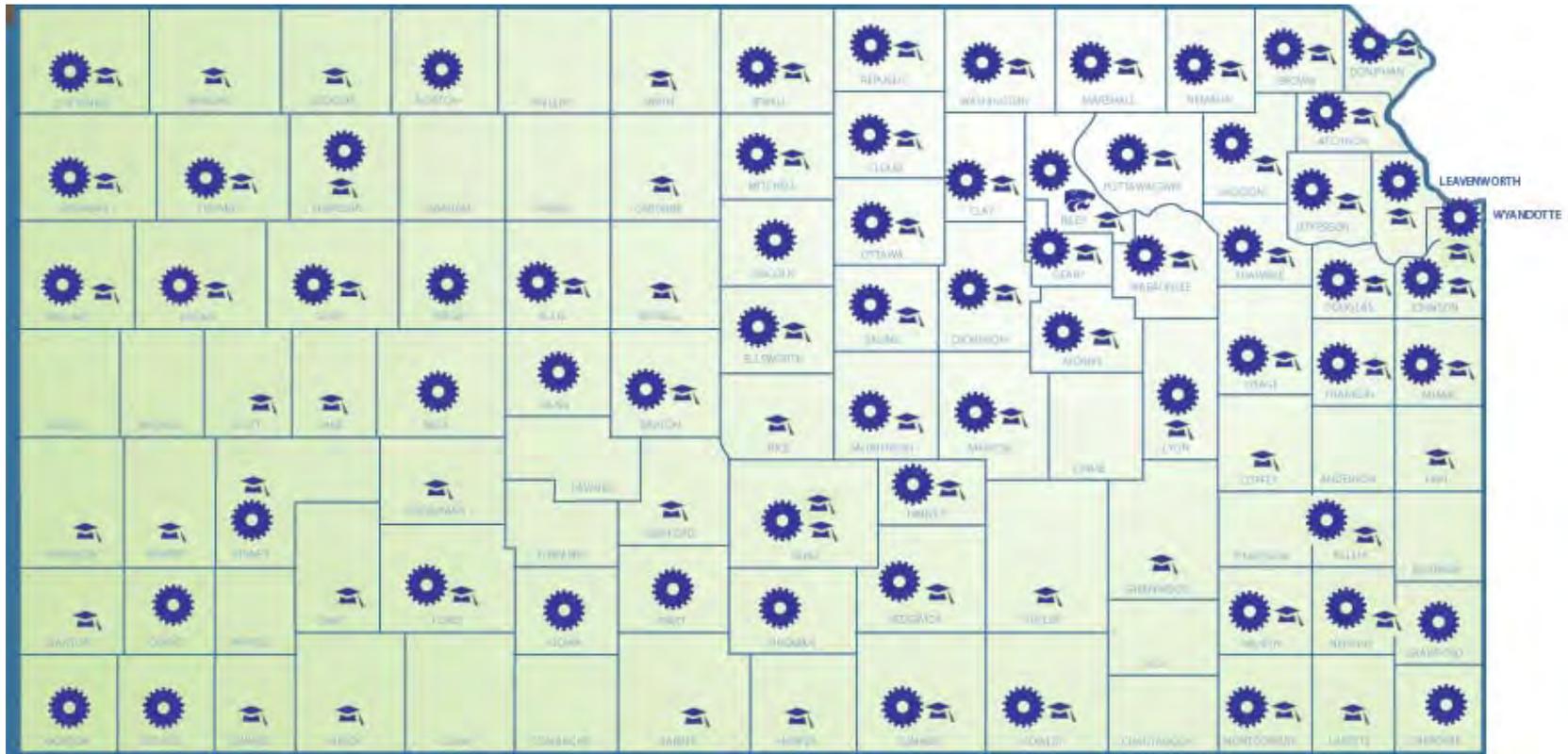


- **Mission:** to advance technologies, people, and companies through collaborative engineering and business partnerships.
- **Clients:** Startups, small companies, large corporations, and community partners



Who Uses AMI Services?

AMI has completed more than 2,500 projects nationwide with more than 500 different companies in the last 15 years.



AMI is an Early Stage Technology Development agent for researchers, entrepreneurs, and existing businesses.

Research Technology Development Product & Process Development Commercialization



AMI Core Competencies

Product
Development &
Commercialization



Custom
Equipment and
Process
Development



Advanced
Design
Verification



Bioprocessing/
Chemical
Engineering



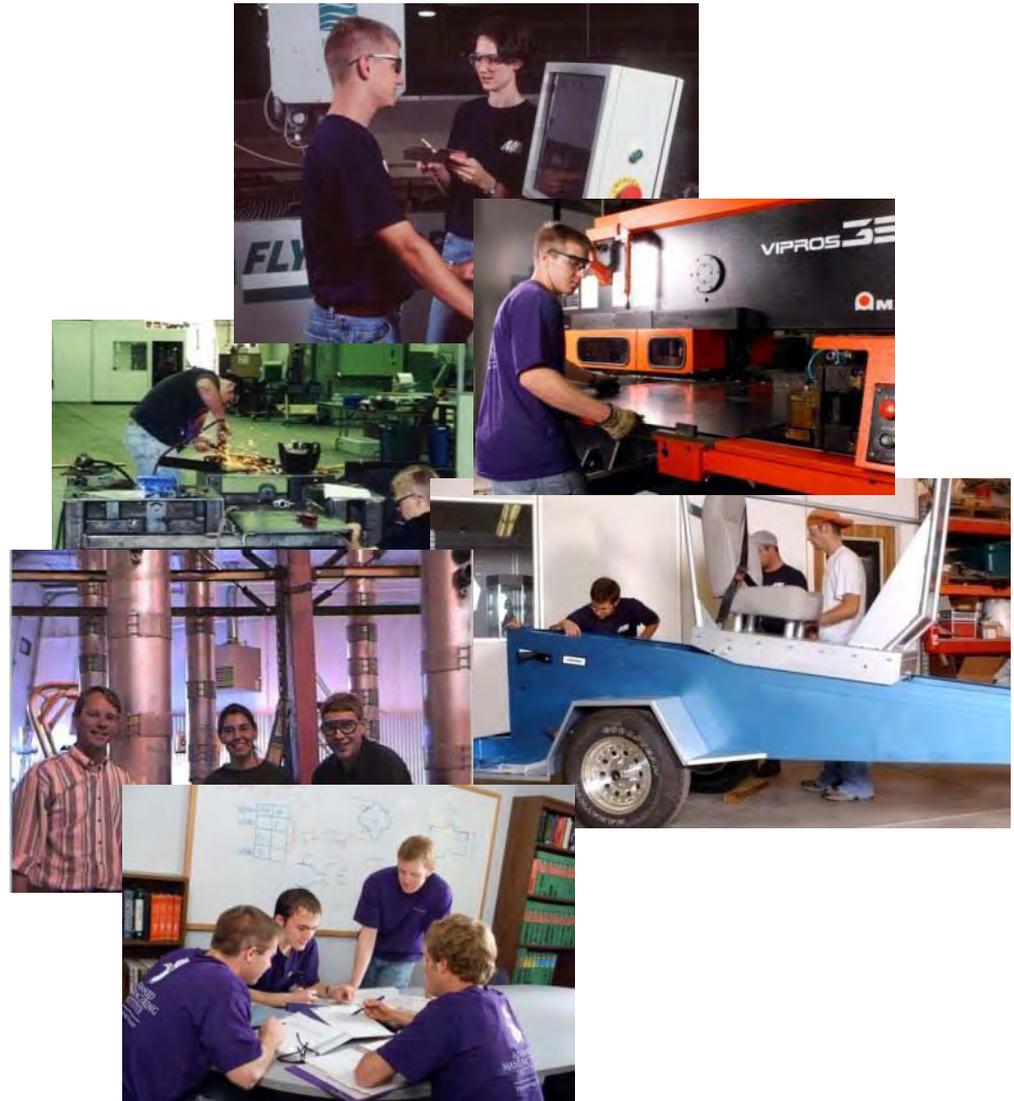
AMI's Professional Consulting Staff

- **13 full-time experienced technical/business professionals**
 - 9 engineers: Mechanical, Chemical, and Industrial
 - 1 Product designer
 - 1 Product development specialist
 - 1 Commercialization/business planning professional
 - 1 Economic analyst



The AMI Internship Experience – A Hands-on Program

- Since 1995 more than 450 students have interned at AMI
- Modeled after the proven “teaching hospital” mentoring approach
- Students have been from all the manufacturing-related engineering disciplines and school of business
- Experience focus is on developing:
 - Technical skills
 - Business perspective
 - Communications skills
 - Professionalism



AMI TBED Goal: Increase Impact

