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Mickey Fornaro-Dean
Executive Director
Harvey County Economic Development Council, Inc.
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Re: Support of Kansas Logistics Park Project

Dear Mickey,

Please accept this letter as evidence of the Advanced Manufacturing Institute's strong support of the Kansas Logistics Park project in Newton, KS. We applaud your community's vision and dedication to bringing this important project to reality. The Advanced Manufacturing Institute (AMI) at Kansas State University is pleased to be partnering with your organization as you strive to create a critical mass of logistics and manufacturing infrastructure for the wind industry and beyond.

The wind industry was experiencing double digit growth through 2008 and has slowed due to economic conditions during 2009. As a result of this slow down, OEMs are taking the opportunity to make investments in the US so that when the industry regains its momentum they are well positioned to take advantage in terms of costs and logistics. As a result of this investment effort there is a growing need to develop the component supply chain in order to increase industry capacity, reduce logistic costs, and increase U.S. manufactured content. It is our belief that Kansas manufacturers and their respective communities can be very competitive in securing this next-generation manufacturing opportunity. A unique project such as the Kansas Logistics Park clearly provides the region and state a clear advantage in attracting prospective manufacturers seeking a logistical advantage, dedicated infrastructure, and a capable workforce.

In 2009 AMI teamed with the Kansas Department of Commerce to develop and implement a state-wide strategy to support and expand the wind industry's current and future supplier base. These activities have included supporting the state's multiple wind supply chain workshops, execution of the state's first wind supply chain survey, meeting with prospective suppliers to determine their opportunities/actions required to be competitive in this emerging industry, and developing strategic partnerships that position Kansas for long term competitive advantage.

Just this month, the Great Lakes WIND Network (GLWN), an international supply chain network and advisory group, has named the Advanced Manufacturing Institute as its first-in-the-nation Center of Excellence to expand the network's supply chain development efforts across the state of Kansas. GLWN has established a worldwide reputation in working with original equipment manufacturers to assess readiness and capabilities of prospective component suppliers who

wish to enter the wind industry's manufacturing supply chain. The organization also serves as a valuable resource to industry original equipment manufacturers by connecting them with competitive component suppliers across the United States. It is an AMI objective to leverage this strategic relationship for communities and targeted projects throughout the state, such as the Kansas Logistics Park project.

Through this exciting new partnership , AMI and GLWN will facilitate connections between qualified manufacturers and OEMs to document prospective supplier's equipment, capabilities, and quality systems to determine if they would be considered as a suitable supplier to the wind industry. AMI will also be providing direct technical assistance to those manufacturers that wish to aggressively pursue the opportunities offered by this industry. These services will be available to all interested Kansas manufacturers, including those that select the Kansas Logistics Park as their new home.

As the global economy gets back on track, one of the fastest growing and largest industries will be wind energy. This industry has the ability to significantly impact the overall US economy and more specifically the Kansas economy by adding a significant number of new manufacturing jobs as well construction and service jobs going forward. There is a limited amount of time to act and take advantage of this growing industry and to ensure that at each level of the industry that the challenges facing the industry are addressed and will maximize the return to the US and Kansas economy. Kansas has the opportunity to be a vital part of this exciting industry and the Kansas Logistics Park project will be one of the state's crown jewels in serving the needs of the state's manufacturers and wind farms.

Sincerely,

A handwritten signature in black ink, appearing to read 'Jeff Tucker', with a long horizontal line extending to the right.

Jeff Tucker
Associate Director
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