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HOUSE OF REPRESENTATIVES

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STEPHEN OWENS  
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Chairman Jim Kelly  
House Committee on Financial Institutions /  
Rural Revitalization  
Kansas State Capitol  
300 SW 10<sup>th</sup> Ave.  
Topeka, KS 66612

March 25, 2021

RE: Testimony in **SUPPORT** of HB 2398 – Enacting the Technology Enabled Fiduciary Finance Act

Chairman Kelly & Members of the Committee:

So often over the last year, we have heard that Kansas is LAST. Last in unemployment benefits, last in vaccine distribution, last in vaccinations in arms, last at this and last at that. Today, we finally have the opportunity be FIRST!

Delaware is where every large company incorporates. South Dakota is where all the credit card companies locate. New York is home to all the investment banks. Texas is notorious for its insurance industry. Kansas now has the opportunity to be the first in the country to create Technology Enabled Fiduciary Finance Institutions by bringing together statutes from four different states and adding the framework to create a new lending institution standards to service those of high net worth.

This new lending institution stands to bring hundreds of millions of dollars from states such as California, New York and Massachusetts. It creates a framework where rural Kansas stands to benefit from this lending by creating economic growth zones. This will provide \$10 - \$20 million per year in direct investment into rural Kansas and this is only from one institution. Many others could potentially follow because of the actions we take in Kansas today.

All of this comes with NONE, ZERO, ZILCH cost or risk to the State of Kansas. This legislation creates a pilot program to allow the rules and regs to be promulgated and still allows time for any tweaks to the legislation that are needed next session before full implementation. The institution is required to fully fund this pilot along with the cost for the State Bank Commissioners office to hire the needed examiners.

This is truly what you can refer to as a “Win / Win” for Kansas. Lots of upside with no downside! I urge your support of HB 2398 when it comes up for a vote.

\*Amendment Request – Per the understanding with the Kansas Bankers Association, it is requested that “Trust Bank” be removed from all aspects of the legislation and replaced with “Fiduciary Finance Institution.” The new name will be the Technology Enabled Fiduciary Finance Institution.

Respectfully Submitted,  
Stephen Owens