

FINANCIAL STATEMENTS AND REPORT OF
INDEPENDENT CERTIFIED PUBLIC ACCOUNTANTS
INFORMATION NETWORK OF KANSAS, INC.
JUNE 30, 2007 AND 2006



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Information Network of Kansas Inc. Management Discussion and Analysis

This discussion and analysis relates to the financial statements and footnotes referred to in the Report of Independent Certified Public Accountants (following) for the period ended June 30, 2007 of the Information Network of Kansas Inc., a component unit of the State of Kansas.

General

The Information Network of Kansas Inc., hereinafter referred to as INK, was created by the legislature of the State of Kansas in 1990. Its purposes and duties include providing to the citizens of Kansas electronic access to public information of agencies via a gateway service, to develop a dial-in gateway or electronic network for access to public information, to appropriately oversee and assure fulfillment of terms of contract of any network manager, to explore and where appropriate implement ways and means of expanding the amount and kind of public information, to expand the base of users, to cooperate with the Kansas Division of Information Systems and Communications (DISC) in seeking to achieve the purposes of INK, to explore and where appropriate implement new technological means for improving citizen and business access to public information and for-profit information and databases.

The statute provides for a managing board of ten members, consisting of

- The President of Kansas Inc.
- The Secretary of State
- Two members who are chief executive offices of agencies of the executive branch, appointed by the Governor
- One member of the Kansas Bar Association, appointed by the Governor from a list of three members submitted by such association
- Three members representing other user associations of a statewide character, appointed by the Governor from a list of not less than nine
- One member from the Kansas Public Libraries Association, appoint by the Governor from a list submitted by the President of such association
- The Director of DISC serves on the board as a nonvoting member

The board decides which services are to be offered to the public, the amount of the user fees, and administers the contract with the network manager. The board meets once a month, board committees meet more often as required, and serve without compensation. Travel expense of board members is reimbursed. No general fund taxes support INK. All revenue is from user fees.

Financial Support

The board of INK met for the first time in November, 1990, with no funds, and after selecting a network manager, commenced operations on January 16, 1992. The major source of user fees is paid by a few vendors supplying insurance companies with all Kansas driver and vehicle lien records, which are downloaded through the Department of Revenue daily. A second main source of revenue is interactive fees from a wide group of users of the network. Some of the main users now include

**Information Network of Kansas Inc.
Management Discussion and Analysis**

commercial banks engaged in filing and retrieving UCC documents, lawyers accessing court and other records, other interactive uses include professional licenses, transportation registration and licensing, legislative services, and identification of real estate parcels in Kansas.

Financial Analysis

INK employed a network manager in 1990, a for-profit organization named Kansas Information Consortium (KIC), formed for the sole purpose of operating the network for the board. KIC serviced under the original contract, with extensions through December 31, 2002. A Request for Proposal for a network manager was issued by the board in 2002, consideration of vendors followed, and the board subsequently entered into another contract with KIC.

The contract provides that all gross fees are collected by INK, and after payment of direct costs to agencies in supplying data, 85% of such gross profit is to be paid to KIC for operating expense. The network manager, KIC, submits an annual business plan to the INK board for approval, enumerating expected costs of operations.

Kansas Inc. has supplied space, most furnishings, equipment and supplies, and personnel support services for INK since inception. Payment is made monthly by INK to Kansas, Inc. for such costs. The INK board hired a full-time executive director in April, 2002, who occupies an office within Kansas, Inc., and is compensated through Kansas, Inc, which is reimbursed as aforesaid by INK.

Balance Sheets

The fund equity of \$1,962,950 at July 1, 2006 decreased by \$282,509 to \$1,680,441 at June 30, 2007.

In keeping with purposes and duties as set out in the statute, the board has invested funds in such new initiatives as the continued development of digital signatures, the development of a database driven application to provide indicators of the Kansas economy, support for a feasibility study by the Kansas Dept of Revenue to replace the Vehicle Information Processing System, a case management system for the Kansas Board of Tax Appeals, Geographic Information Systems (GIS), funding support to the Kansas State Historical Society for the development of digitization and web display of historical documents, Kansas Memory. Some \$831,483 was advanced in fiscal 2007 toward such projects. INK expects that user fees derived from some of those projects will produce new income.

Of the ending fund equity of \$1,680,441, \$758,065 has been designated by the board for specific purposes, as itemized in Note C of the financial statements. The largest of such amounts, \$300,000 is reserved for the purchase of the equipment of the network manager in the event such became necessary or recommendable.

**Information Network of Kansas Inc.
Management Discussion and Analysis**

Statements of Revenue, Expenses and Changes in Fund Equity

The increase in revenue in fiscal 2007 resulted mainly from the increase of several new revenue generating applications and increases in interest rates generated from bank deposits. The increase in expense in fiscal 2006 was due mainly to an increase in spending toward program development grants, as mentioned supra, and professional and consulting contracts. All other expenses remained level in comparison or decreased.

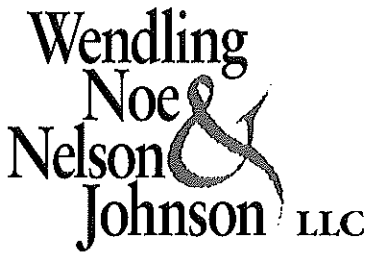
Conclusion

Kansas consistently ranks high among states in the nation in the successful transition to e-government. The INK board, in cooperation with state agencies and others, remains committed to creating a system of business and government as paperless as possible, and to make it ever easier for Kansans to use state of the art technology to pay their taxes, register their vehicles, and readily access other data to make their lives better. Financial and other information is readily available on our website, Kansas.gov or in our office. We welcome attendance to our board meetings, public notice of which is given in accordance with state law.

Information Network of Kansas Inc.

By DAN YUNK

Dan Yunk
Chairman of the Board



Certified Public Accountants
and Management Consultants

Brian J. Florea, CPA
John R. Helms, CPA
Roger L. Johnson, CPA
Darrell D. Loyd, CPA
Eric L. Otting, CPA
John E. Wendling, CPA

Jere Noe, CPA
Gary D. Knoll, CPA
Adam C. Crouch, CPA
Derek H. Hart, CPA

REPORT OF INDEPENDENT CERTIFIED PUBLIC ACCOUNTANTS

Board of Directors
Information Network of Kansas, Inc.

We have audited the accompanying balance sheets and related statements of revenues, expenses and changes in fund equity and cash flows of the Information Network of Kansas, Inc., a component unit of the State of Kansas, as of June 30, 2007 and 2006, and for the years then ended. These financial statements are the responsibility of Information Network of Kansas, Inc., management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes consideration of internal control over financial reporting as a basis for designing audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of Information Network of Kansas, Inc.'s internal control over financial reporting. Accordingly, we express no such opinion. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to in the first paragraph present fairly, in all material respects, the financial position of the Information Network of Kansas, Inc., as of June 30, 2007 and 2006, and the results of its operations, changes in its fund equity and cash flows for the years then ended, in conformity with accounting principles generally accepted in the United States of America.

Management's discussion and analysis on pages 1 through 3 is not a required part of the basic financial statements but is supplementary information required by the Governmental Accounting Standards Board. We have applied certain limited procedures, which consisted primarily of inquiries of management regarding methods of measurement and presentation of the required supplementary information. However, we did not audit the information and express no opinion on it.

Wendling Noe Nelson & Johnson LLC

Topeka, Kansas
November 29, 2007

INFORMATION NETWORK OF KANSAS, INC.

BALANCE SHEETS

June 30,

ASSETS

	<u>2007</u>	<u>2006</u>
CURRENT ASSETS		
Cash and invested cash	\$1,560,254	\$1,382,805
Accounts receivable	2,167,182	2,113,703
Prepaid expenses	<u>53,758</u>	<u>39,749</u>
Total current assets	<u>3,781,194</u>	<u>3,536,257</u>
ASSETS WHOSE USE IS LIMITED BY BOARD OF DIRECTORS		
	<u>758,065</u>	<u>774,686</u>
EQUIPMENT - AT COST		
Less accumulated depreciation	11,791	11,791
	<u>9,678</u>	<u>9,039</u>
	<u>2,113</u>	<u>2,752</u>
Total assets	<u>\$4,541,372</u>	<u>\$4,313,695</u>

LIABILITIES AND FUND EQUITY

CURRENT LIABILITIES		
Accounts payable and accrued expenses	<u>\$2,860,931</u>	<u>\$2,350,745</u>
FUND EQUITY		
Invested in capital assets	2,113	2,752
Unrestricted		
Designated	758,065	774,686
Undesignated	<u>920,263</u>	<u>1,185,512</u>
	<u>1,680,441</u>	<u>1,962,950</u>
Total liabilities and fund equity	<u>\$4,541,372</u>	<u>\$4,313,695</u>

The accompanying notes are an integral part of these statements.

INFORMATION NETWORK OF KANSAS, INC.
 STATEMENTS OF REVENUES, EXPENSES AND
 CHANGES IN FUND EQUITY
 Year ended June 30,

	<u>2007</u>	<u>2006</u>
Revenues		
Network revenue	\$4,609,022	\$4,372,836
Less network manager share of network revenue	<u>3,901,721</u>	<u>3,615,315</u>
	707,301	757,521
Other revenues		
Interest earned	<u>136,091</u>	<u>71,963</u>
Total revenues	<u>843,392</u>	<u>829,484</u>
Expenses		
Salary and benefits	125,153	127,581
Telephone	1,241	1,241
Printing and advertising	6,480	9,819
Mileage	1,625	2,602
Airfare	569	1,600
Meals and lodging	769	4,745
Registration and other travel	207	157
Contract office services and space	21,795	21,840
Professional and consulting contracts	73,913	69,314
Program maintenance contract	58,398	38,952
Dues and sponsorships	2,173	213
Hospitality and meetings	331	640
Office supplies and other	1,125	1,642
Depreciation	639	504
Program development	<u>831,483</u>	<u>270,939</u>
Total expenses	<u>1,125,901</u>	<u>551,789</u>
Net income (loss)	(282,509)	277,695
Fund equity at beginning of year	<u>1,962,950</u>	<u>1,685,255</u>
Fund equity at end of year	<u>\$1,680,441</u>	<u>\$1,962,950</u>

The accompanying notes are an integral part of these statements.

INFORMATION NETWORK OF KANSAS, INC.
 STATEMENTS OF CASH FLOWS
 Year ended June 30,

	<u>2007</u>	<u>2006</u>
Cash flows from operating activities		
Receipts of network revenue from customers, net of payments to data providing entities for share of network revenue	\$4,967,776	\$4,485,464
Payments to network manager for share of network revenue	(3,751,455)	(3,423,634)
Payments for supplies, grants and other services	(1,061,645)	(403,593)
Payments to or on behalf of employees	<u>(129,939)</u>	<u>(123,320)</u>
Net cash provided by operating activities	<u>24,737</u>	<u>534,917</u>
Cash flows from investing activities		
Interest received	<u>136,091</u>	<u>71,963</u>
Net cash provided by investing activities	<u>136,091</u>	<u>71,963</u>
Net increase in cash and cash equivalents	160,828	606,880
Cash and cash equivalents at beginning of year	<u>2,157,491</u>	<u>1,550,611</u>
Cash and cash equivalents at end of year	<u>\$2,318,319</u>	<u>\$2,157,491</u>
Reconciliation of cash and cash equivalents to the balance sheet		
Cash and invested cash	\$1,560,254	\$1,382,805
Assets whose use is limited by Board of Directors	<u>758,065</u>	<u>774,686</u>
Total cash and cash equivalents	<u>\$2,318,319</u>	<u>\$2,157,491</u>

The accompanying notes are an integral part of these statements.

INFORMATION NETWORK OF KANSAS, INC.
STATEMENTS OF CASH FLOWS - CONTINUED
Year ended June 30,

	<u>2007</u>	<u>2006</u>
Reconciliation of net income to net cash provided by operating activities		
Net income (loss)	\$ (282,509)	\$ 277,695
Interest earned considered investing activities	(136,091)	(71,963)
Adjustments to reconcile net income to net cash provided by operating activities		
Depreciation	639	504
Changes in		
Increase in accounts receivable	(53,479)	(368,313)
Decrease (increase) in prepaid expenses	(14,009)	1,724
Increase in accounts payable and accrued expenses	<u>510,186</u>	<u>695,270</u>
Net cash provided by operating activities	<u>\$ 24,737</u>	<u>\$ 534,917</u>

The accompanying notes are an integral part of these statements.

INFORMATION NETWORK OF KANSAS, INC.

NOTES TO FINANCIAL STATEMENTS

June 30, 2007 and 2006

NOTE A - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

A summary of the significant accounting policies applied in the preparation of the accompanying financial statements follows.

1. Reporting entity

The Information Network of Kansas, Inc. (INK) was created in 1990 by the State of Kansas legislature to provide electronic access for members of the public to public information of agencies by means of a centralized electronic information system, to develop and expand the system and to provide oversight of the network manager. INK is governed by a ten-member Board of Directors with membership on the board established by statute. INK is a component unit of the State of Kansas.

2. Basis of presentation

A proprietary type fund is used to account for the activities of INK. Proprietary funds are used to account for governmental activities that are similar to activities that may be performed by a commercial enterprise. A proprietary type fund is used to account for activities that are financed and operated in a manner similar to private business enterprises: (1) where the costs of providing goods and services to the general public on a continuing basis are to be financed through user charges; or, (2) where the periodic determination of net income is considered appropriate.

3. Basis of accounting

Basis of accounting refers to when revenues, expenses and the related assets and liabilities are recognized in the accounts and reported in the financial statements. The financial statements are prepared on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America.

Pursuant to Governmental Accounting Standards Board (GASB) Statement No. 20, "Accounting and Financial Reporting for Proprietary Funds and Other Governmental Entities That Use Proprietary Accounting," INK has implemented all applicable GASB pronouncements, and Financial Accounting Standards Board (FASB) Statements and Interpretations, Accounting Principles Board Opinions and Accounting Research Bulletins issued before November 30, 1989, except those that conflict with GASB pronouncements and has elected not to apply FASB Statements and Interpretations issued after November 30, 1989.

4. Accounts receivable

Accounts receivable represent amounts to be collected from network users and under the terms of a contract with INK's network manager. INK considers the amounts to be fully collectible and, accordingly, no allowance for doubtful accounts is necessary.

5. Equipment

Equipment is stated at cost. Depreciation is computed on the straight-line method over the assets' estimated useful lives which range from 3 to 7 years.

INFORMATION NETWORK OF KANSAS, INC.
NOTES TO FINANCIAL STATEMENTS - CONTINUED
June 30, 2007 and 2006

NOTE A - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - Continued

6. Network revenue

INK recognizes revenue from providing network services, net of transaction fees due to data providing entities, when services are provided.

7. Income taxes

INK is organized and operated as an entity exempt from federal income taxes pursuant to Section 115 of the Internal Revenue Code.

8. Cash equivalents

INK considers all highly liquid debt instruments with an original maturity of less than three months to be cash equivalents.

NOTE B - DEPOSITS WITH FINANCIAL INSTITUTIONS

Kansas statutes provide for all moneys received by INK to be deposited in the State Treasury or maintained in interest bearing accounts in Kansas banks or Kansas savings and loan associations until expended or otherwise disposed of pursuant to statute.

The carrying amount of INK's deposits with financial institutions was \$861,319 and the bank balances were \$876,463 at June 30, 2007. The bank balances are categorized as follows at June 30, 2007:

Amount insured by the F.D.I.C., or collateralized with securities held by INK or by its agent in INK's name	\$200,166
Uncollateralized (amount collateralized with securities held by the pledging financial institution's trust department or agent, but not in INK's name)	<u>676,297</u>
	<u>\$876,463</u>

At June 30, 2007, INK also had \$1,457,000 in repurchase agreements for U.S. Government Agency obligations with a financial institution.

NOTE C - ASSETS WHOSE USE IS LIMITED BY BOARD OF DIRECTORS

Assets whose use is limited by Board of Directors consist of deposits in interest bearing accounts with Kansas banks at June 30, 2007 and 2006, and are to be used for designated purposes. The funds may be used for other purposes by action of the Board of Directors.

INFORMATION NETWORK OF KANSAS, INC.
 NOTES TO FINANCIAL STATEMENTS - CONTINUED
 June 30, 2007 and 2006

NOTE C - ASSETS WHOSE USE IS LIMITED BY BOARD OF DIRECTORS - Continued

The following is a summary of the designated purposes for these funds:

	<u>June 30,</u>	
	<u>2007</u>	<u>2006</u>
Digital signature program	\$ 4,930	\$ 4,895
Network infrastructure program	300,000	300,000
DASC grant-geographic information systems		10
Kansas Business Center program - Secretary of State	13,355	13,355
Kansas State Historic Society - KSPACE Program		9
KDOT digital signature grant		7,500
Kansas, Inc., (IKE) grant	13,731	14,930
Kansas Center for Entreprenuership		15,000
Kansas GIS - A Systemic Answer		12,724
Kansas State Historic Society - Kansas Memories	36,520	50,263
E-Sourcing and E-Procurement Project Study		90,000
KDOR - Kansas Apportioned International Registration System replacement		266,000
KDOR VIPS replacement feasibility study	77,550	
KPTS Statehouse Spotlight	11,979	
BOTA Case Management	<u>300,000</u>	
	<u>\$758,065</u>	<u>\$774,686</u>

In August 2007, INK approved additional grants totaling approximately \$301,000 for designated purposes.

NOTE D - NETWORK MANAGER AGREEMENT

INK has contracted with Kansas Information Consortium, Inc. (KIC) to serve as INK's network manager to develop, operate, maintain and expand the network for electronic access to public information. The terms of the contract which expires on December 31, 2009, provide that KIC on behalf of INK will negotiate and obtain contracts with state agencies for electronic access and subscribers for services. The terms of the contract provide for KIC to receive 85 percent of the gross network revenue less the data providing entities' share of network revenues.

In addition, the terms of the contract provide that upon termination of the contract all network and manager records, work papers and operations documentation shall become the property of INK and that application software, documentation and source codes and related updates and revisions are considered during the life of the contract and perpetually thereafter, to be licensed for use to the state of Kansas through INK or any successor to be used in operation and expansion of the network or any successor network.

INFORMATION NETWORK OF KANSAS, INC.
NOTES TO FINANCIAL STATEMENTS - CONTINUED
June 30, 2007 and 2006

NOTE E - RELATED PARTIES

Kansas Statute provides that the president of Kansas, Inc., be a board member of INK. Also under Kansas Statute, Kansas, Inc., is to provide INK with requested staff and other assistance and to bill the actual cost for such assistance to INK. Kansas, Inc., provided office space and office administrative services to INK and billed INK \$21,750 and \$21,750 for the years ended June 30, 2007 and 2006, respectively.

Also certain members of INK's Board of Directors, as provided for by statute, are employed as management with agencies which INK has service contracts. These contracts are administered by KIC.

