



NetWork Kansas

Funding Opportunitites

Rural Grocery Summit III

June 5-6, 2012

John Gendron

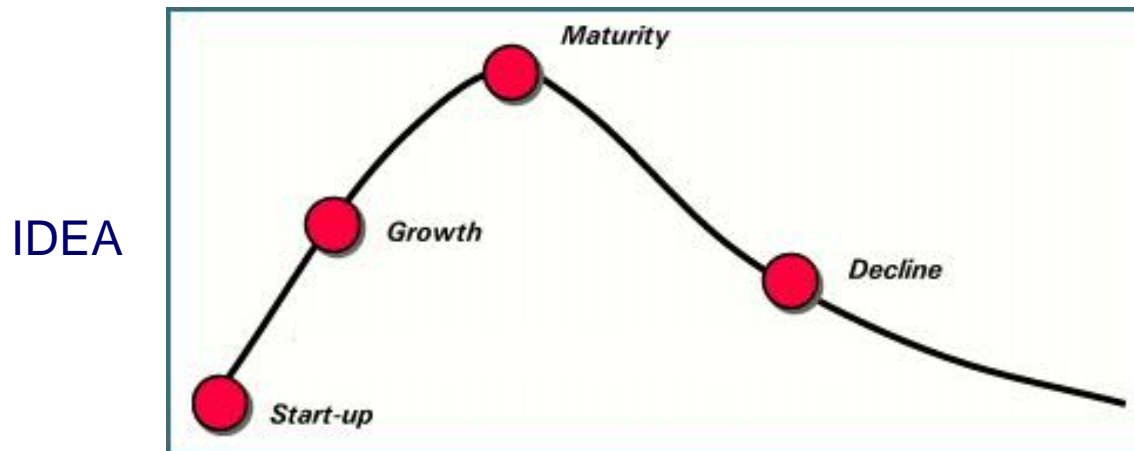
Senior Product Manager, Expertise



NetWork Kansas

A Connecting Point for Entrepreneurs & Small Business

- Expertise
- Economic Resources
- Educational Resources



NetWork Kansas

A Service of the Kansas Center for Entrepreneurship

Principle Outcome/Our Priorities: Establish an organization to accomplish the following:

- Serve as a central portal to help connect entrepreneurs with public sector business-building organizations
- Increase availability of capital in rural and distressed urban areas
- Assist regional and community organizations in providing seed funding for entrepreneurs
- Promote business startups and expansions



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Current Initiatives

- Referral Center
 - Central portal of resources for entrepreneurs
- StartUp Kansas
 - Statewide supplemental capital source that matches public capital
- E-Community
 - A partnership that creates a local fund very similar to StartUp KS
- Economic Gardening Pilot
 - Technical assistance/custom data for 2nd stage businesses
- Kansas Capital Multiplier Funds
 - Matching funds that leverage private capital

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Statewide Network Central Portal

- 877.521.8600
- www.networkkansas.com



Entrepreneur/Small
Business Owner

1



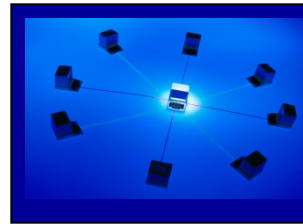
Listen and Learn

2



Research,
make calls to
resource partners

3



Connect client
with the right
resource partner

4



Follow client
through the network

5

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Referral Center

- 2010- 6,145 interactions with 2,047 businesses
- 2011- 9,339 interactions with 2,210 businesses
- Since launch in March 2006, 36,033 interactions with 7,367 businesses.

StartUp Kansas

StartUp Kansas

- Launched August 2006 as a statewide supplemental capital source
- Statutory requirements (for-profit, rural or distressed urban, matching funds)
- Funding partners: CDC's, RLF (Revolving Loan Funds), Microloans, Kansas Main Street, Value-Added Loans, Community Foundations
- Example: Entrepreneur-\$10K; Bank-\$70K; Need \$20K (minimum of 40% [or \$8K] from partner)
- \$3.75M funded to 144 businesses

StartUp Kansas

Business Profiles

- Kelly's Corner Grocery, LLC (retail-Spearville): \$45,000.
(\$410,000)
- Airosol Company, Inc. (mfg-
Neodesha): \$45,000, (\$540,000)
- Pawnee Valley Lodge, LLC (service-Jetmore): \$45,000
(\$397,000)
- Spectra Composites (mfg-
Columbus): \$45,000 (\$1,571,134)
- Tallgrass Veterinary Hospital (service-Concordia): \$45,000
(\$481,900)

Entrepreneurship (E-) Community

- Communities should focus on helping startups and existing businesses: the “recruitment” economic development mentality (rural communities) must change
- Developing the infrastructure to start new businesses and support existing businesses should be ‘priority one’ of any rural development strategy
- Infrastructure doesn’t mean buildings; it means: expertise (talent), education (knowledge), and economic resources (capital)

Entrepreneurship (E-) Community

Each Community Must Be A “Mini” NetWork Kansas

- **Expertise:** Local business coach (SBDCs, Enterprise Facilitation, others)
- **Education:** Who offers what seminars (Community colleges, universities, SBDC, etc.)
- **Economics:** Funding partners, decision-making at the local level, expanding capital across rural counties
- **Benchmark it:** Track all businesses connected to resources

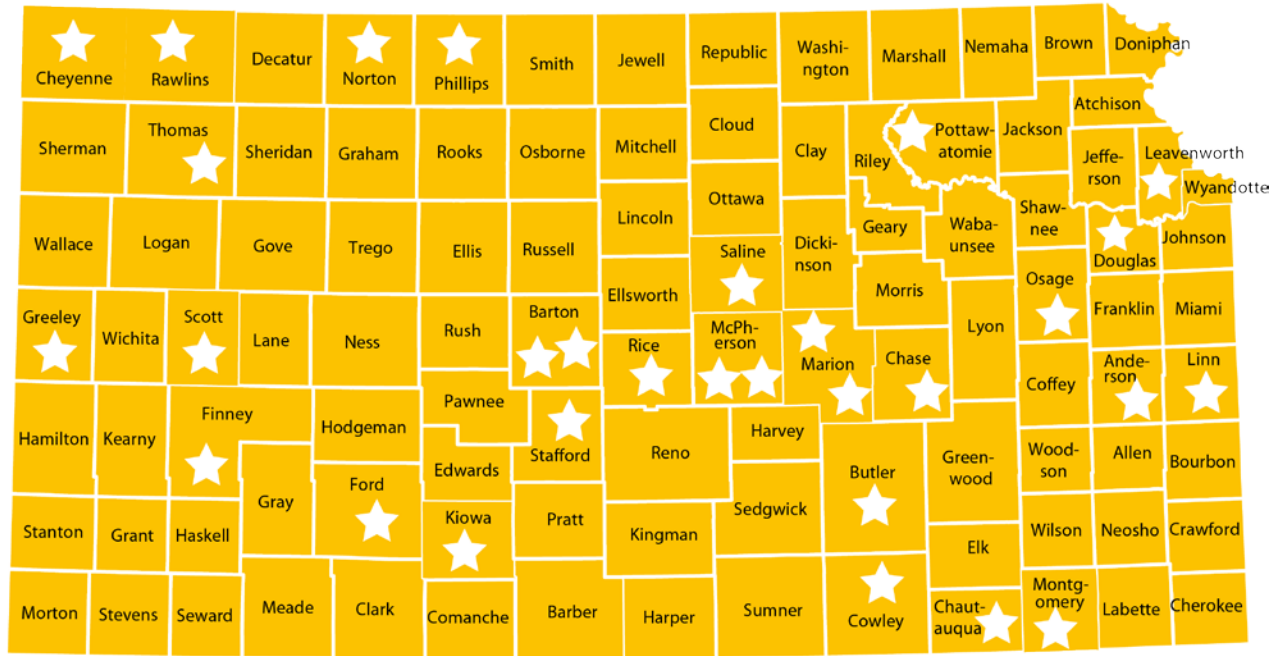


Entrepreneurship (E-) Community

Empowering Communities to Create an Entrepreneurial Environment

- A partnership between NetWork Kansas and rural communities that creates a local loan fund (modeled after StartUp Kansas program)
- E-Community leadership team develops vision
- Local finance review board approves loans and/or grants
- 24 E-Communities (City, Multiple Cities, County) have \$3.14M funds available
- Just selected 6 new E-Communities in 2011
- \$1.67M in loans and \$56K in grants to 77 businesses

Entrepreneurship (E-) Community



NetWork Kansas Entrepreneurship (E-) Communities
As of Jan 2012

2007	2008	2009	2010	2011
Anderson County Cowley County Great Bend Rawlins County Sterling/Alden Thomas County	Augusta Bird City Chase County Kiowa County Linn County Marion	Finney County Greeley County Hillsboro Inman Osage County Pottawatomie County Salina Scott County	Coffeyville Ford County McPherson County Phillips County	Chautauqua County Douglas County Hoisington Leavenworth Norton County Stafford County

NetWork Kansas

Kansas Capital Multiplier Funds

- Kansas award announced June 2011
- \$10.5 million for the Kansas Capital Multiplier Loan Fund
- \$2.6 million for the Kansas Capital Multiplier Venture Fund
- Loan and Venture Funds administered by NetWork Kansas in partnership with KDOC
- A project with more than \$278K of private investment would qualify



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