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## NetWork Kansas Financing of Small Businesses

Imogene Harris

*NetWork Kansas*

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# Kansas Center for Entrepreneurship



## Who Are We?

We are a statewide network of non-profit business-building resources that help entrepreneurs and small business owners startup and grow successful businesses

## What We Do?

- We are growing an entrepreneurial environment by cultivating resources to start and grow small businesses.
- Serve as a central portal to help connect entrepreneurs with public sector business-building organizations
- Increase availability of gap funding
- Assist regional and community organizations in providing funding and education for entrepreneurs

# Who Are Resource Partners?

## Examples:

- KSBDC
- SCORE
- Women's Business Center
- Kansas Department of Commerce
- Micro-loan lenders
- Chambers of Commerce
- Economic development agencies
- Federal agencies (SBA, USDA)
- Kansas Main Street organizations
- Certified development companies (CDCs)

# NetWork Kansas Referral Center

Helps connect you with the right resource at the right time in your business development.

[www.networkkansas.com](http://www.networkkansas.com) → about → contact-us

## Contact Us

We want to hear from you.

Or reach out to us below to find out how NetWork Kansas can help you start and grow a business in Kansas, catalyze economic growth, and advance entrepreneurship.




First Name \*

Last Name \*

Organization \*

Email Address \*

### Follow Us

-  Follow us on Facebook
-  Join us on Twitter
-  Subscribe to our E-Mails

 CHAT WITH US NOW

**NetWork Kansas**

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Andover, KS 67002-0877

Toll-Free (877) 521-8600

Fax (316) 425-7596

Phone: 1(877) 521-8600

Email: [info@networkkansas.com](mailto:info@networkkansas.com)

Twitter - @networkkansas



# Statewide Calendar

[www.networkkansas.com](http://www.networkkansas.com) → entrepreneurs → classes-and-events

The screenshot displays a calendar interface for May 2014. The calendar is organized by week, with days of the week (Mon-Sun) and dates (28-04, 05-11, 12-18, 19-25, 26-01 Jun) visible. Events are represented by colored blocks with titles such as "Starting a Business:", "Connecting the Dots:", "First Friday Focus", "Dealing with", "State Tax Workshop", "Small Business Lunch", "How To Start Your", "Kansas Sales, Use and", "Child Care Business", "Business Booster", "Child Care Business", "How to Build Working", "How To Start Your", "Start or Expand Your", "QuickBooks", "How To Start Your", "QuickBooks", "Meeting the 3 Ms-", "Kansas Retail Sales", "QuickBooks", "State Contractor Tax", "Community Economic Gardening", "Expect to Win: A", "How To Start Your", "Business Booster", "State Unemployment", "Quick Start Business", "State Sales &", "Meeting the 3 Ms-", "Free Consultations -", "Starting a Business:", "Online Accounting", "Morning Coffee and", "Meeting the 3 Ms-", "Competing For", "How To Start Your", "Consultations with", "Understanding", "Start Your Own", "FREE Start-Up", "Consultations with", "Video 101", "SmartConnectKC", "State Tax Workshop-", "FastTrac New Venture:", "Startup Weekend: Wichita", and "our Small".

At the bottom of the calendar, there is a navigation bar with tabs for different regions: Philline, Smith, Jewell, Republic, Washburn, Marshall, Nemaha, Brown, and Delaware.

A pop-up window titled "Financing Your Small Business" is visible, showing the date "Wednesday, May 28" and the time "16:00". Below the title, there is a text input field and a button labeled "Add event to: Google Calendar Outlook iCal".

# NetWork Kansas Funding Programs

- All work as a match to other funding sources
- Work with local partners
- They are designed to help
  - un-bankable
  - under-capitalized
  - insufficient collateral for a traditional loan



# StartUp Kansas

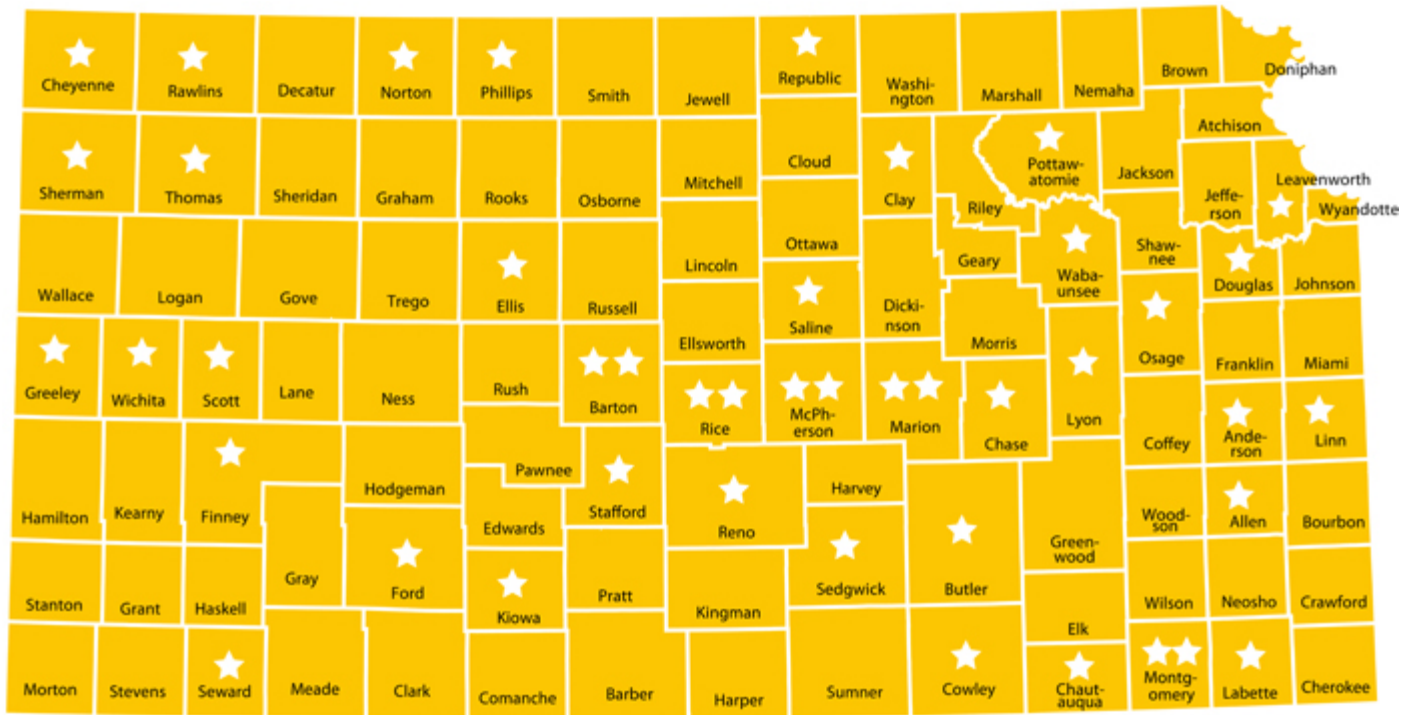
- Loan matching up to 150% of public funding
  - Public Funds Ex: Certified Development Company (Mid-America, Inc., SCKEDD), local city or county loan fund
- \$45,000 Max
- Terms match the partner's loan
- Eligible Uses of Funds
  - Asset purchase
  - Construction
  - Expansion
  - startup costs
  - Working capital



# E-Communities

- Similar to StartUp Kansas
- Match up to 150% of public OR private funds
- Maximum loan of \$45,000 per business
- Typical Uses
  - Purchase of property
  - Inventory
  - Equipment
  - Working Capital
  - Each E-Community can determine appropriate use of fund

# E-Communities



# Kansas Capital Multiplier Loan Fund

- Loan program that matches up to 9% private of private capital invested
- Provides gap financing to small businesses such as working capital
- Minimum \$25,000 Loan
- Minority & Women Business Multiplier Loan
  - If certified MBE, DBE, or WBE match up to 20%

# Onaga Country Market

- Town's store burned down in 2010
- With help of E-Community and StartUp Kansas funds, opened Onaga Country Market



# Kelly's Corner Grocery

- Spearville, KS
- Utilized StartUp KS matching funds
- Previous owner was retiring, the funds helped new owners to take over a business
- Kept jobs & grocer in the town





A Service of the Kansas Center for Entrepreneurship

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