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Rural Grocery Summit

Addressing Business Needs of Rural Grocers through NetWork Kansas

Imagene Harris
NetWork Kansas

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NetWork Kansas

Rural Grocery Summit

June 25, 2018

Imagene Harris



Mission

To promote an entrepreneurial environment throughout the state of Kansas by establishing a central portal that connects entrepreneurs and small business owners with the right resources—expertise, education, and economic resources—when they are needed most.



Referral Center

- 300+ Leads per month
- Toll-free Hotline:
1-877-521-8600
- BoldChat:
www.networkkansas.com
- Email:
info@networkkansas.com

CLASSES

Choose Subject (?) Location Distance (miles)

Keywords (?) **Search**

Today Sunday, June 24, 2018-Sunday, July 01, 2018 Day Week Month Agenda

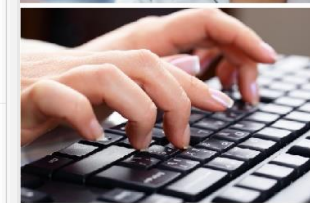
Date	Time	Event
24 Sunday June, 2018	all day	Business Basics in a Day - Online KSBDC - Johnson County Community College, Overland Park, KS 57.8 miles away This day-long seminar will cover the basics of starting a small business, including determining whether your idea is feasible, creating a business plan, choosing a legal entity, forming financial projections... Business Planning Startup
25 Monday June, 2018	all day	Business Basics in a Day - Online KSBDC - Johnson County Community College, Overland Park, KS 57.8 miles away This day-long seminar will cover the basics of starting a small business, including determining whether your idea is feasible, creating a business plan, choosing a legal entity, forming financial projections... Business Planning Startup
	8:00 AM	National Rural Grocery Summit Hilton Garden Inn, Manhattan, KS 42.4 miles away OVERVIEW Millions of rural residents now face limited choice and low quality in their retail food... Networking Technology Management
26 Tuesday June, 2018	5:00 PM	National Rural Grocery Summit Hilton Garden Inn, Manhattan, KS 42.4 miles away OVERVIEW Millions of rural residents now face limited choice and low quality in their retail food... Networking Technology Management



Entrepreneur/
Business Owner **1**



Listen and learn **2**



Research database **3**



Connect client
to resource **4**



Follow up with client **5**

Referral Center - Grocers

Needs:

- Business plan & Cash flow
- Market Research

Referrals

- KSBDCs
- Rural Grocery Initiative
- Local economic development groups
- Center for Economic Development & Business Research at Wichita State University
- Kansas Department of Agriculture



Strengthening Community;
Strengthening Health:
The Rural Grocery Store



New Tool Available for Download Now



Anchor your business
with resources

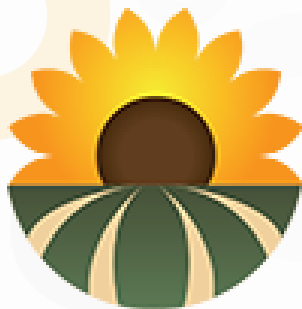


Access to Funding

- NetWork Kansas Loan Programs
- Kansas Healthy Food Initiative
- Other local or regional funds



Entrepreneurship
Community
Partnership



PATHWAYS to a
HEALTHY
KANSAS



Matching Loan Programs

NetWork Kansas matching loan programs are designed to support private capital by providing matching funds to assist startups and existing businesses that are expanding. A variety of loan programs are offered based on geography, matching loan amounts, and project need.

Navigating Your Options

To determine what loan program your business is eligible for, match your business profile with the appropriate ICON(s). You may qualify for several. The best solution for your business will depend on the total project need and loan amount you've been approved for from your local service provider or bank. If you need assistance from a local NetWork Kansas partner, please call 877-521-8600. A Referral Coordinator will connect you with a funding expert in your area.



IS YOUR BUSINESS:



Matching Loan Programs to Consider

STARTUP KANSAS LOAN



StartUp Kansas

Up to \$45,000

Location criteria:

- Rural (population fewer than 50,000), OR
- Distressed-Urban (20% or more of the population in the census tract lives below poverty level)

Match criteria:

Matching loan (up to 150% of the loan being utilized for match)

Finance terms:

Matches terms of partner or bank loan (minimum 5%)

KANSAS CAPITAL MULTIPLIER LOAN



Kansas Capital Multiplier

\$25,000 - \$250,000

Location criteria:

Available in all geographic areas.

Match criteria:

- Matching loan (up to 9% of bank loan)
- Minimum bank loan of \$278,000

Finance terms:

1-5 years, 4% fixed
6-10 years, 6% fixed

WOMEN & MINORITY BUSINESS MULTIPLIER LOAN



Women & Minority Business Multiplier

\$25,000 - \$250,000

Location criteria:

Available in all geographic areas.

Match criteria:

- Matching loan (up to 20% of bank loan)
- Minimum bank loan of \$125,000

Other criteria:

Must be working toward certification or a certified Minority-Owned Business Enterprise, Women-Owned Business Enterprise, and/or Disadvantaged Business Enterprise per Kansas Department of Commerce requirements.

Other terms:

1-5 years, 4% fixed
6-10 years, 6% fixed

E-COMMUNITY LOAN FUNDS



E-Community Funds

Up to \$45,000

Location criteria:

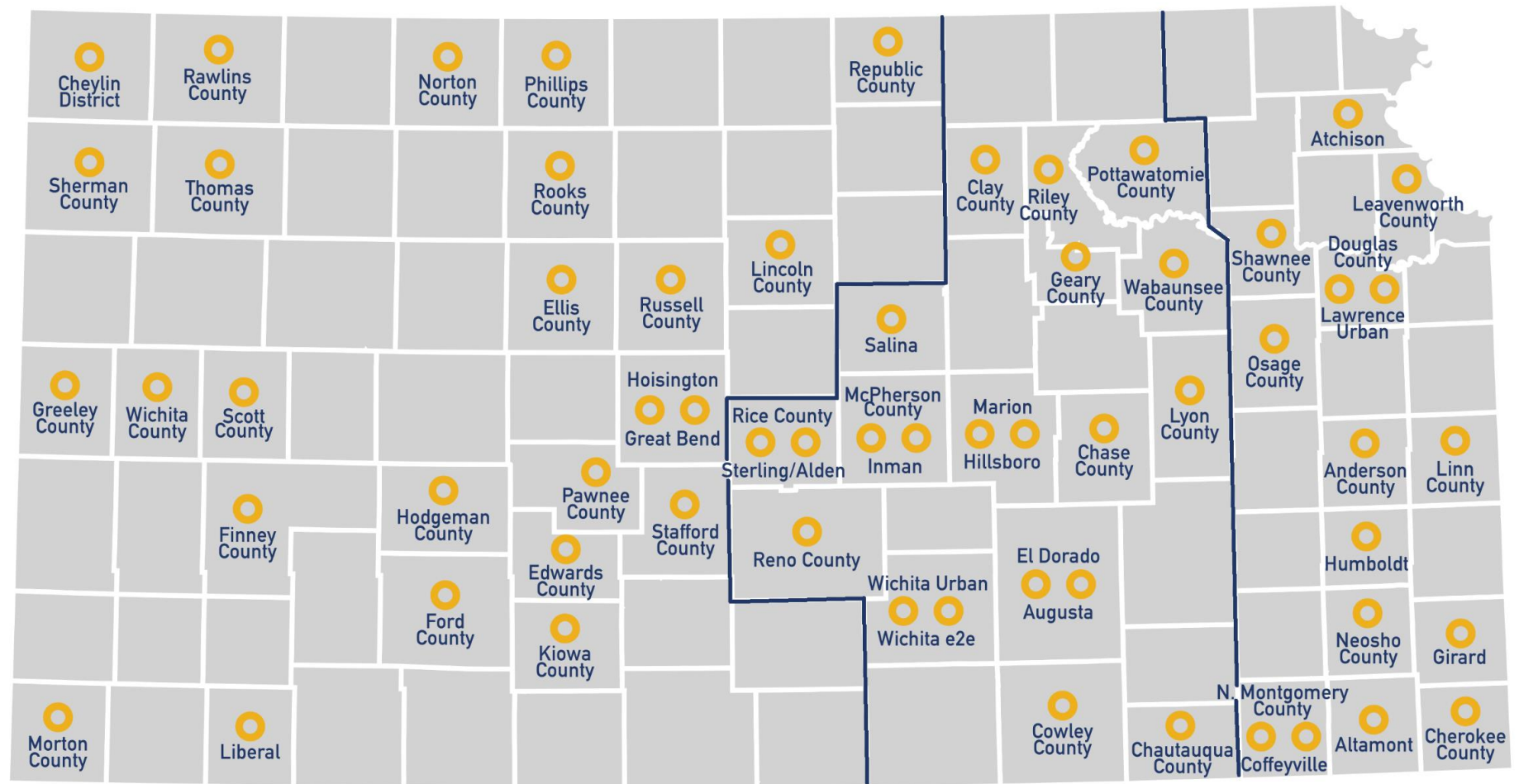
Must be located in an E-Community. To view an E-Community map, [CLICK HERE](#).

Entrepreneurship (E-) Communities (E-Communities)



- 6 in 2007
- 61 in 2017
- Creation of locally controlled loan fund
- > 10 grocers funded

www.networkkansas.com/ecommunities



Entrepreneurship (E-) Communities

Board Certified Programs:

1. Ice House: Entrepreneurial Mindset (Kauffman)
2. Growing Rural Businesses (Wichita State University)
3. Youth Entrepreneurship Challenge – YEC
4. Destination Boot Camp
5. Makerspace Boot Camp
6. **Economic Gardening (State-wide)**





The Kansas Healthy Food Access Initiative

www.kansashealthyfood.org

- Funding
- Technical Assistance
- For all stages of the food system



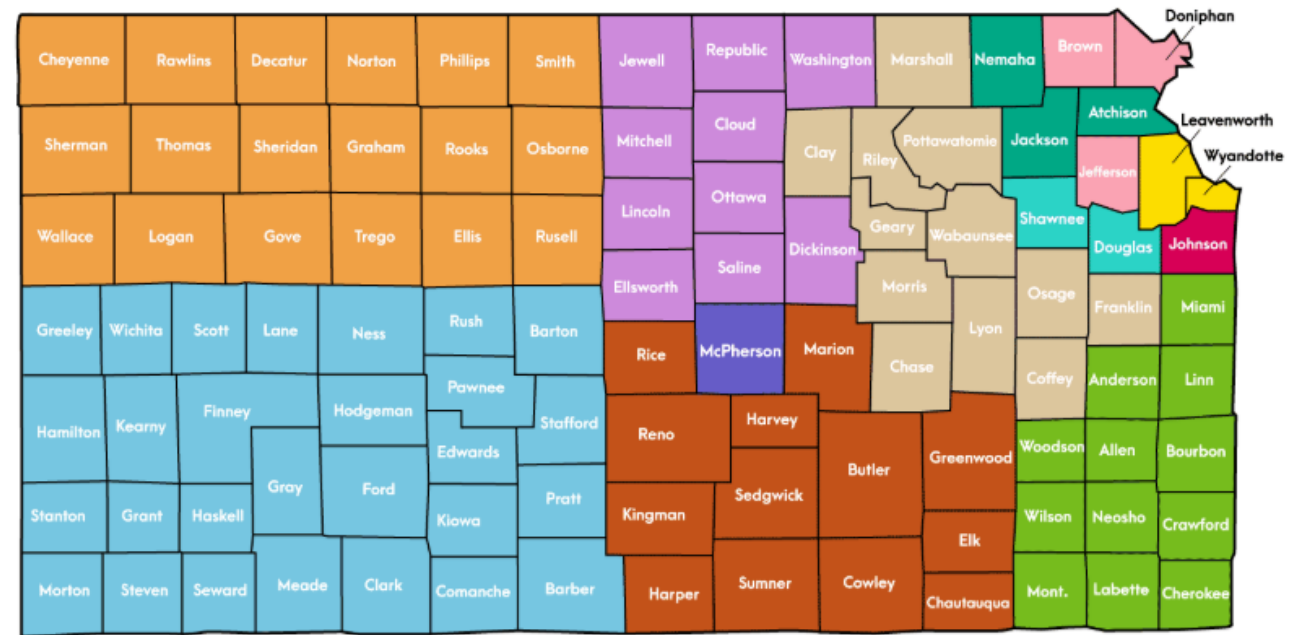
KANSAS HEALTH
FOUNDATION



khfi@ksu.edu
(785)532-6868

Access to Funding (and TA)

- Local Economic Development Groups
- Regional Economic Development Organizations
 - Pioneer Country Development Inc
 - Great Plains Development Inc
 - North Central Regional Planning Commission
 - South Central KS Eco Devo District
 - Mid-America, Inc
- Community Foundations



Grocery Store Projects



Marmaton Market



www.facebook.com/themarmatonmarket

- Transition – new Co-op
- KHFI
- E-Community
- County funds
- Grants
- Membership fees



www.peabodymarket.com

- Purchase
- SCKEDD
- E-Community 2x
- Bank

Contact Us!

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