

# NetWork Kansas

## Rural Grocery Summit

June 25, 2018

Imogene 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](http://www.networkkansas.com)
- Email:  
[info@networkkansas.com](mailto:info@networkkansas.com)

## CLASSES

Choose Subject (?)

▼

Location

Topeka, KS

Distance (miles)

▼

Keywords (?)

Search here...

Search

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

Date	Time	Event
24 Sunday June, 2018	◀ all day	<b>Business Basics in a Day - Online</b> <b>KSBDC - Johnson County Community College, Overland Park, KS</b> 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... <span>Business Planning</span> <span>Startup</span>
25 Monday June, 2018	◀ all day	<b>Business Basics in a Day - Online</b> <b>KSBDC - Johnson County Community College, Overland Park, KS</b> 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... <span>Business Planning</span> <span>Startup</span>
	8:00 AM	<b>National Rural Grocery Summit</b> <b>Hilton Garden Inn, Manhattan, KS</b> 42.4 miles away OVERVIEW Millions of rural residents now face limited choice and low quality in their retail food... <span>Networking</span> <span>Technology</span> <span>Management</span>
26 Tuesday June, 2018	◀ 5:00 PM	<b>National Rural Grocery Summit</b> <b>Hilton Garden Inn, Manhattan, KS</b> 42.4 miles away OVERVIEW Millions of rural residents now face limited choice and low quality in their retail food... <span>Networking</span> <span>Technology</span> <span>Management</span>



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



Images: [www.facebook.com/ruralgroceryinitiative](https://www.facebook.com/ruralgroceryinitiative), [www.fhsu.edu/news](http://www.fhsu.edu/news),  
[www.agriculture.ks.gov](http://www.agriculture.ks.gov), [www.cedbr.org](http://www.cedbr.org)

# 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

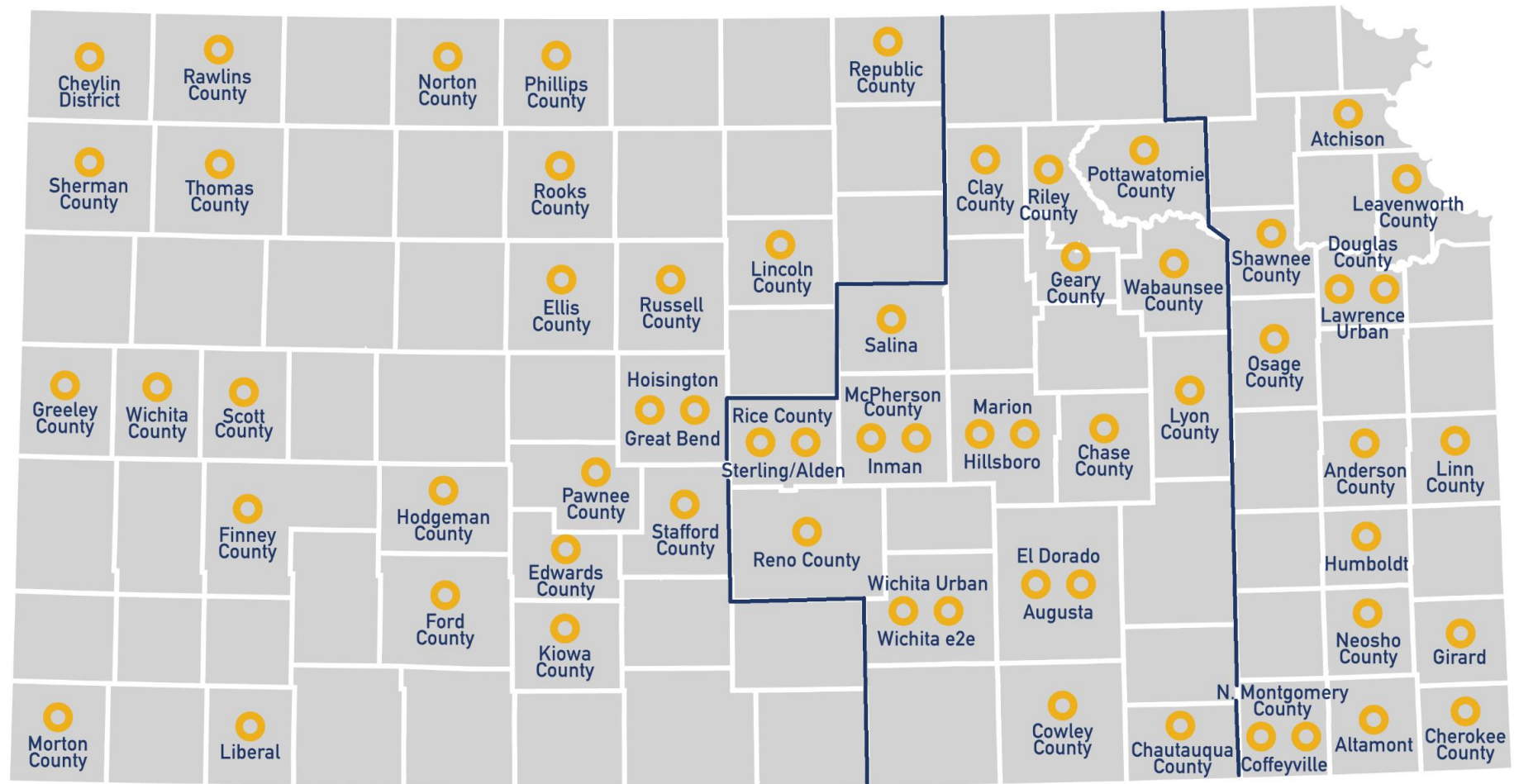
Up to \$45,000

##### Location criteria:

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



- [www.networkkansas.com/  
ecommunities](http://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](http://www.kansashealthyfood.org)

**KANSAS STATE**  
UNIVERSITY

Center for Engagement  
and Community Development



KANSAS HEALTH  
FOUNDATION

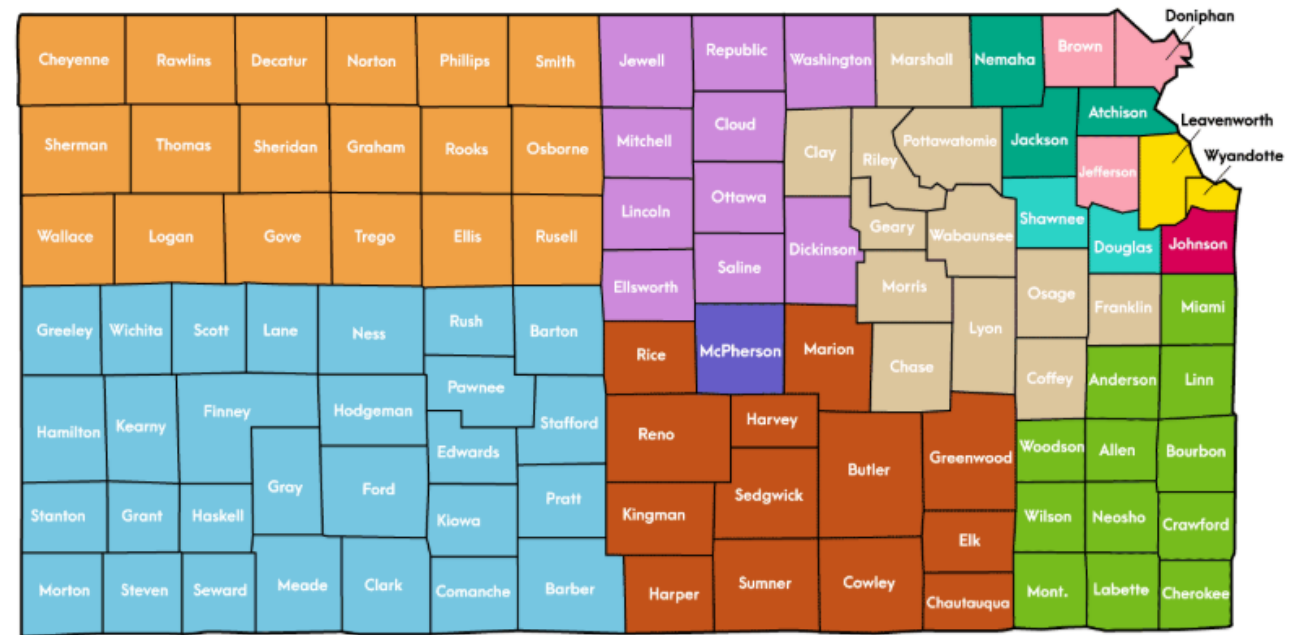


- Funding
- Technical Assistance
- For all stages of the food system

**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](https://www.facebook.com/themarmatonmarket)

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



[www.peabodymarket.com](http://www.peabodymarket.com)

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

## Contact Us!



Facebook: [/networkkansas](https://www.facebook.com/networkkansas)



Twitter: [@networkkansas](https://twitter.com/networkkansas)



LinkedIn: [NetWork Kansas](https://www.linkedin.com/company/networkkansas)

E-mail: [iharris@networkkansas.com](mailto:iharris@networkkansas.com)

Twitter: [@imagayhawk](https://twitter.com/imagayhawk)

[www.networkkansas.com](http://www.networkkansas.com)

