



EXPANDING THE
**CULTURE OF
ENTREPRENEURSHIP**

ANNUAL REPORT FY2018

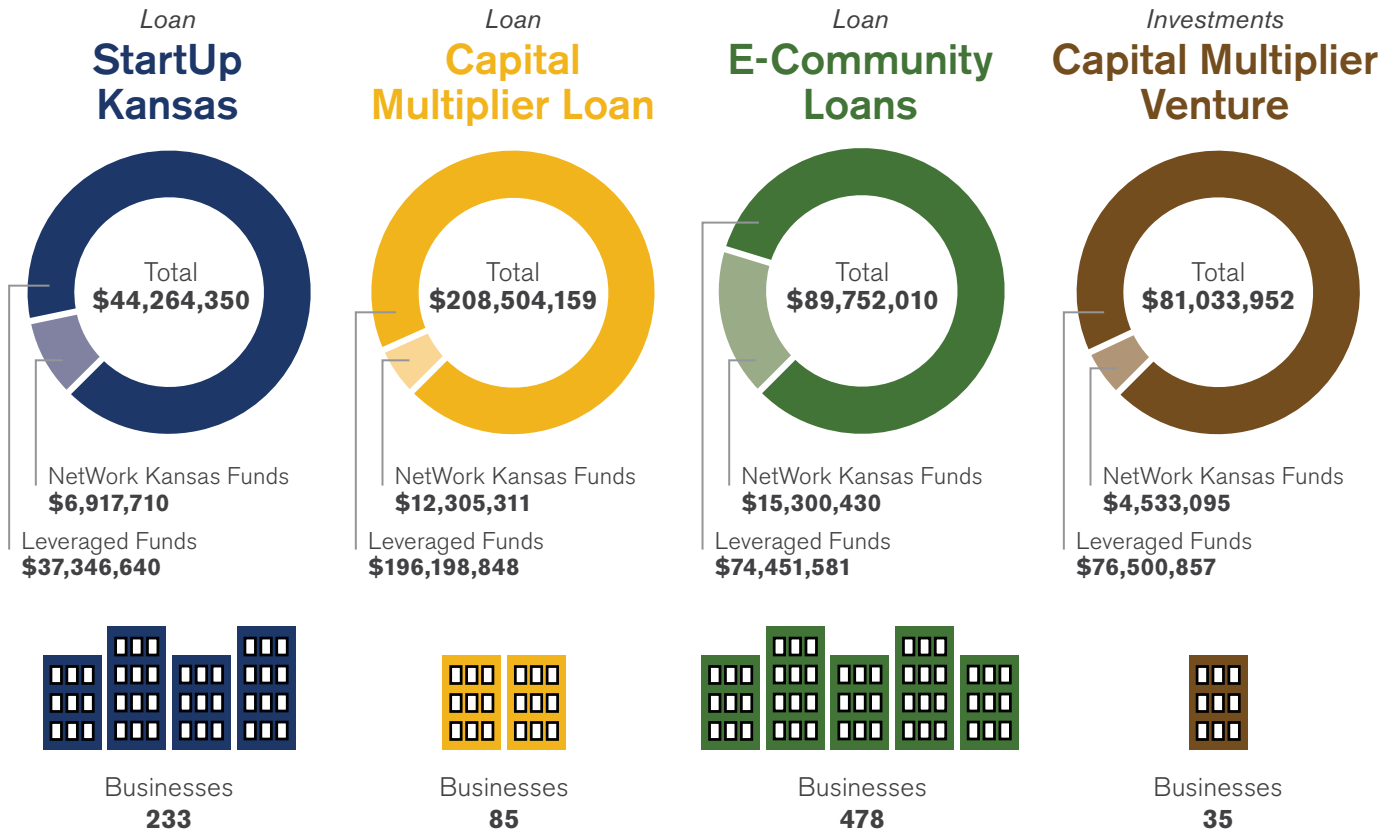


ENTREPRENEURSHIP IN ECONOMIC AND COMMUNITY DEVELOPMENT

In the first month of operation (May 2005), the Kansas Center for Entrepreneurship, DBA NetWork Kansas, set forth a vision to make entrepreneurship a priority for economic and community development. That vision recognized the critical role entrepreneurship would play in the future success of communities across Kansas. This vision, coupled with the mission of increasing the breadth and depth of resources available to entrepreneurs, helped create two of the most robust collaborative networks in the United States; the NetWork Kansas Partner Network and the Entrepreneurship (E-) Community Partnership. The Fiscal 2018 Annual Report highlights the increased breadth and depth of capital, connections, and technical assistance available through these networks.

CAPITAL - FILLING THE CAPITAL GAP

Gap financing plays a critical role in the startup and expansion of businesses in Kansas. NetWork Kansas programs are designed to fill that gap by supporting private capital, not replacing it. Over the past 12 years, NetWork Kansas Loan and Venture Programs have invested more than \$39 million in loans and investments in 831 businesses, leveraging more \$384 million in additional capital.



PARTNER NETWORK – MAKING CONNECTIONS

NetWork Kansas offers a state-wide referral service that connects entrepreneurs with a wide array of partners that provide technical assistance, educational services, and access to capital to help entrepreneurs start or grow their businesses. Entrepreneurs can contact referral coordinators directly through our toll free number, 877-521-8600 or by emailing us at info@networkkansas.com. In 2018, NetWork Kansas also launched the KSESHIP mobile app to access the entire resource network.

Additionally, NetWork Kansas continued to collaborate with key partner organizations to increase access to loan programs, enhance technical assistance to minority-owned businesses, and advance the conversation nationally concerning entrepreneurship-led economic development.



Connect with
us on our app:
KSEShip

NOTABLES

- More than 33,000 inbound leads since launch in March 2006
- 2,800+ active clients
- Began expanding the network to include Kansas Community Foundations
- Sponsor/Partner with CML Collective on the Create Campaign in Wichita and Kansas City to assist African American and minority entrepreneurs to launch, innovate, and excel
- Partner in the bi-annual Growing Entrepreneurial Communities Conference in Kansas City with the Federal Reserve Bank of Kansas City, the Center for Rural Entrepreneurship, Sourcelink, and the Edward Lowe Foundation
- Served as a partner in the Kauffman Foundation annual ESHIP Summit in Kansas City

THE KANSAS HEALTHY FOOD INITIATIVE – OVERCOMING FOOD

In fall of 2017, NetWork Kansas became a partner in the Kansas Healthy Food Initiative (KHFI), an initiative created by the Kansas Health Foundation (KHF) to improve food access across Kansas. Additional partners include: the Kansas State University Center for Engagement and Community Development and IFF, a nonprofit Community Development Financial Institution.

Goals of the program include: improving food distribution to rural grocers and grocers in distressed areas of urban communities, and seeking innovative solutions for food access points and food deserts.

“*Network Kansas has been invaluable in helping the Kansas Health Foundation launch the Kansas Healthy Food Initiative that provides grants and loans to healthy food retail business throughout Kansas. Typically, Healthy Food Financing initiatives in other states have had challenges developing the pipeline of projects. With NetWork Kansas partners and relationships they have developed across Kansas, we have been able to hit the ground running with eligible projects.*”

Jeff Usher
Senior Program Officer,
Kansas Health Foundation

E-COMMUNITIES TRANSFORMING COMMUNITIES

675+ Local Team Members Representing 60 E-Communities

The transformative effect of empowering entrepreneurship-led economic development through locally-led leadership teams continues to substantially increase access to resources in local communities. The result has been the implementation of new programs and partnerships through locally-driven innovation.

NOTABLES

- The 5th annual Youth Entrepreneurship Challenge (YEC) featured 31 local-level entrepreneurship competitions with 709 high school and middle school students participating from 53 schools across Kansas
- Awarded \$18,000 in prize money at the YEC series Kansas Entrepreneurship Challenge State Championship organized by the K-State Center for Advancement and Entrepreneurship (sponsored by the Kansas Masonic Foundation)
- Debuted the new YEC Portal Version 2.0 and hosted the second annual YEC Summit for educators and community stakeholders at K-State
- Implemented Wichita State University (WSU) Center for Entrepreneurship's Growing Rural Business Program in Cowley County and El Dorado E-Communities
- Supported the Ice House Entrepreneurship Program in Rooks, Montgomery, Sherman, Thomas, Cherokee, and Wichita County E-Communities, and expanded the statewide approved facilitator network
- Sent 83 businesses from 18 E-Communities to Destination Bootcamp with eight E-Communities participating in the Community Reinvention Program
- Added Maker Space Boot Camp as a Board Certified Program
- Supported two LaunchPrep cohorts in partnership with WSU Center for Entrepreneurship and the e2e Accelerator
- Supported two youth summer camps focusing on entrepreneurship and maker spaces in Montgomery and Hodgeman County E-Communities
- Partnered in the development of the first Rural Rise Summit held in West Virginia

“As our relationship with NetWork Kansas moves into its fourth year, we find even greater value in the partnership. The locally-controlled loan fund is important for gap financing but as we mature as an E-Community, I'm learning the real power lies in the strategic planning between our leadership team and our E-Community regional manager, in addition to the implementation of board-certified programs or pilot programs in our business community.”

Janet Miller
Cherokee County
Economic Development
Director

2007-2018 NETWORK KANSAS E-COMMUNITIES

Allen County (2012)
Altamont (2013)
Anderson County (2007)
Atchison (2016)
Augusta (2008)
Chase County (2008)
Chautauqua County (2011)
Cherokee County (2014)
Cheylin District (2008)
Clay County (2013)
Cowley County (2007)
Douglas County¹ (2011)
Edwards County (2016)
El Dorado (2015)
Ellis County (2012)
Finney County (2009)
Ford County (2010)
Geary County (2015)
Girard (2014)
Great Bend (2007)
Greeley County (2009)
Hillsboro (2009)

Hodgeman County (2015)
Hoisington (2011)
Inman (2009)
Kiowa County (2008)
Lawrence (Urban)³ (2015)
Leavenworth County (2011)
Liberal (2012)
Lincoln County (2016)
Linn County (2008)
Lyon County (2013)
Marion (2008)
McPherson County (2010)
Montgomery County (2012)
Morton County (2017)
Neosho County (2017)
Norton County (2011)
Osage County (2009)
Pawnee County (2014)
Phillips County (2010)
Pottawatomie County (2009)
Rawlins County (2007)
Reno County (2012)

Republic County (2013)
Rice County (2013)
Riley County^{2,3} (2014)
Rooks County (2015)
Russell County (2015)
Salina (2009)
Scott County (2009)
Shawnee County^{2,3} (2016)
Sherman County (2012)
Stafford County (2011)
Sterling/Alden (2007)
Thomas County (2007)
Wabaunsee County (2012)
Wichita (Urban) (2012)
Wichita (e2e)⁴ (2015)
Wichita County (2012)

¹ Baldwin City, Eudora & Lecompton

² Not including Manhattan & Topeka

³ Qualifying low-income areas and/or disadvantaged populations

⁴ Second-stage and innovation-led businesses



The NetWork Kansas E-Community Partnership has expanded to include 60 distinct community groups across Kansas as of January 2018. New E-Communities are selected in a competitive application process each fall and become “active” in January of the following year.

ABOUT NETWORK KANSAS

NetWork Kansas is a 501c3 nonprofit organization dedicated to developing an entrepreneurial ecosystem in Kansas that connects aspiring, emerging, and established businesses to a deep network of business-building resource organizations in communities across the state. NetWork Kansas provides small businesses and entrepreneurs with free, easy access to the resources they need to start and grow successful businesses. For more information, contact us.

OUR VISION

To be recognized nationally as a leading organization devoted to the establishment and growth of entrepreneurship and small business as a priority for economic and community development.

OUR 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 resource; expertise, education, and/or economic, at the right time.

NETWORK KANSAS

P.O. Box 877 | Andover, KS 67002-0877
Toll-Free (877) 521-8600 | Fax (316) 425-7596
networkkansas.com | @networkkansas

FOUNDING PARTNERS

