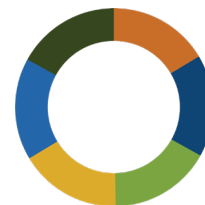
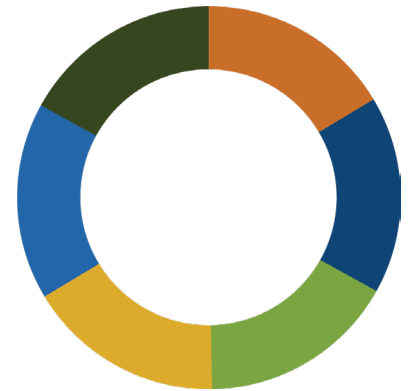
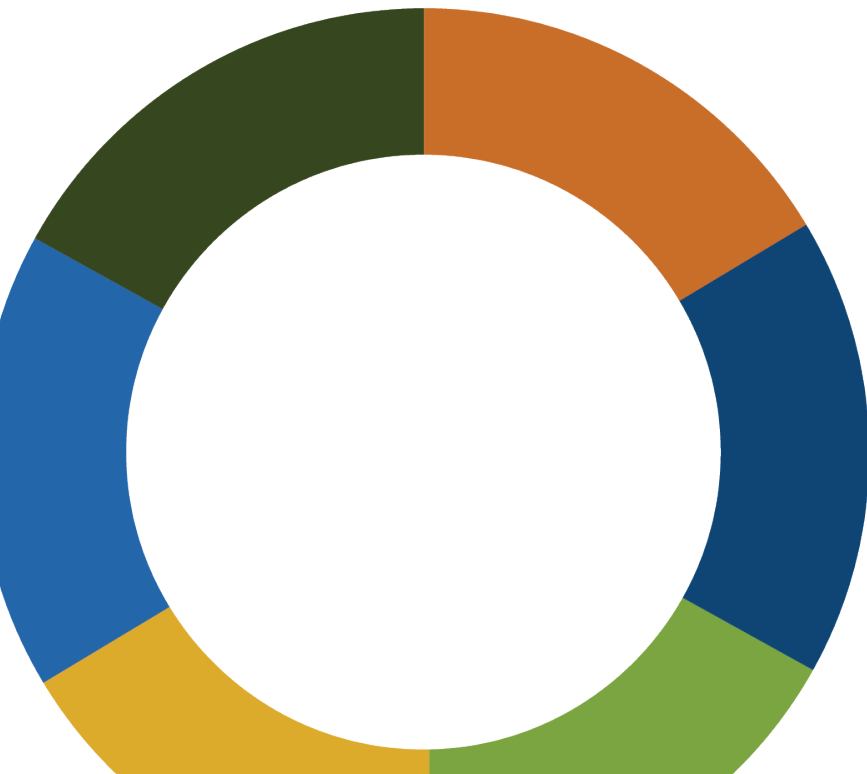


**NetWork
Kansas**

SCALING TO NEW HEIGHTS

INCREASED CAPACITY & STRATEGIC GROWTH
FUELS SUPPORT FOR RURAL AND URBAN ENTREPRENEURS

ANNUAL REPORT | FY 2022 | NETWORK KANSAS





Expertise • Education • Economic Resources

NetWork Kansas activates ground-breaking, inclusive and scalable economic approaches to create greater prosperity for entrepreneurship in rural and urban communities.

A MESSAGE FROM OUR PRESIDENT

As you read through the pages of our annual report, you'll find several themes that define who NetWork Kansas is and has been for 17 years: **partnerships, collaboration, innovation, networks and scalable economic impact.** I was one of the first two employees when NetWork Kansas was originally funded as part of the Kansas Economic Growth Act of 2004, and I can guarantee that I would never have described what we were doing as "entrepreneurial ecosystem building." But as entrepreneur-focused economic development has evolved nationally, NetWork Kansas has always been on the leading edge in the field.



We haven't been in this position because Steve Radley and I knew something no one else knew. We have been successful because we built strong partnerships and collaborated with committed organizations. Just like the rural and urban-distressed communities we work with every day, the decision to be innovative arose out of necessity.

A statewide organization is nothing without its network. NetWork Kansas programs and loan funds mean nothing without the committed community volunteers, our NetWork Kansas staff and the network of resource partners across the state.

I hope you enjoy learning about the growth and strategic relationships we are building in Kansas and beyond. It is a pleasure to serve in the role and alongside a dedicated and talented staff in support of — what I now know is — a true 'entrepreneurial ecosystem.'

Erik Pedersen,
President and Chief Operating Officer
NetWork Kansas



QUICK REFERENCE

SCALING TO NEW HEIGHTS IN KANSAS

- GRANT AWARD & GROWKS Page 2
- NETWORKED PARTNERSHIP Page 3
- E-COMMUNITY PARTNERSHIP Page 4

SCALING TO NEW HEIGHTS BEYOND KANSAS

- e2 ENTREPRENEURIAL ECOSYSTEMS Page 5

HISTORICAL PERFORMANCE

- LOAN & VENTURE LEVERAGE Page 6
- ABOUT US Page 7
- SPONSOR THANKS Page 8
- E-COMMUNITY MAP Page 9
- Page 10



SCALING TO NEW HEIGHTS IN KANSAS

- **Ewing Marion Kauffman Foundation Announces \$3 Million in Funding to NetWork Kansas to Accelerate Entrepreneurial Ecosystems** • Announced in March 2022 and payable over three years, the grant is an investment following NetWork Kansas' participation in the Kauffman Foundation's Spark Heartland Program, a capacity-building program designed to bolster organizational effectiveness to increase entrepreneurial efforts in Missouri, Iowa, Nebraska and Kansas.

The funding will allow NetWork Kansas to broaden its reach of resources, such as education, technical assistance, capital and programming. With the belief that entrepreneurial support is vital to economic vitality and sustainability in communities — especially in disadvantaged geographies and populations — **NetWork Kansas will use the grant funds to increase its investment in BIPOC and women-owned businesses from \$4 million to \$20 million and serve at least 5,000 entrepreneurs and residents over three years.**

The grant will also help NetWork Kansas achieve its goal of expanding its Entrepreneurship (E-) Communities program, which establishes locally-administered loan funds to assist entrepreneurs with capital access and connects entrepreneurs to the resources they need to start, sustain and grow a business. **By the end of three years, the nonprofit hopes to grow its number of E-Communities from 69 to 80 across Kansas.**

- **The Kansas Department of Commerce and NetWork Kansas approved to administer \$69 million Kansas Framework for Growth GROWKS Loan and Equity fund programs** • Strengthening the economic landscape for Kansas entrepreneurs gained significant momentum following the U.S. Department of the Treasury's announcement of \$69 million being awarded to the Sunflower State. Kansas was among the first five states to receive funding. The allocation more than quadrupled the amount of funding Kansas received during State Small Business Credit Initiative 1.0 and represents the most expansive set of small business funding programs ever offered by the State of Kansas.



Visit: www.growks.com



SCALING TO NEW HEIGHTS IN KANSAS cont.

Catalyzing cross-sector community and economic development through the inaugural NetWorked for Change conference • The inaugural NetWorked for Change conference convened more than 150 change-makers who have created, or are overseeing, the distribution of innovative resources that are boldly solving challenges across Kansas communities. With a powerhouse line-up of speakers and facilitators, the conference featured the following resources:

- The Kansas Healthy Food Initiative - a healthy food financing initiative that supports projects aiming to increase access to healthy food at the retail level in low-resource and underserved areas of Kansas.
- The Kansas Community Investment Fund – provides capital to non-profit and for-profit projects that impact community and economic health including healthy behaviors, access to care, education attainment and civic and community engagement.
- PROPEL Small Business Loan Fund - a low-interest, short-term revolving loan program. The fund serves as another resource to help make access to capital more readily available to businesses located in the City of Wichita.
- Among numerous others.

With support from Blue Cross and Blue Shield of Kansas, the Kansas Health Foundation, and more, the conference drew participation from community foundations, health organizations, entrepreneurship development groups, minority-led organizations, public leaders and nonprofit leaders, who continued to meet through virtual convenings.



Visit: www.networkedforchange.com





SCALING TO NEW HEIGHTS IN KANSAS cont.

Entrepreneurship (E-) Community Partnership expands to 69 E-Communities • With support from the Patterson Family Foundation, the Dane G. Hansen Foundation, the Ewing Marion Kauffman Foundation and more, the E-Community Partnership continued to grow its footprint in service to Kansas communities. The three newest communities added as part of a competitive process were: Cloud County, Franklin County and Trego County.

E-Communities are allocated gap financing funds to be loaned to local businesses in a matching format with private and public capital. E-Communities also receive funding for, and are able to participate in, NetWork Kansas board-certified programs such as Ice House Entrepreneurial Mindset, Destination BootCamp®, Maker Space Boot Camp, Entrepreneur Business Basics, Growing Rural Businesses, and the Youth Entrepreneurship Challenge Series, ultimately, creating a dynamic entrepreneurial environment.

More than 850 Kansas residents participate on 69 local E-Community leadership teams. These teams meet regularly with an E-Community regional manager to set goals, take action and create a thriving entrepreneurial ecosystem in their communities. To support the additional geographic service areas, the E-Community Partnership made key coaching hires, expanding its number of regional managers to six.



Entrepreneurship
Community
Partnership

Visit: www.ecommpartnership.com

  @ecomms_ks



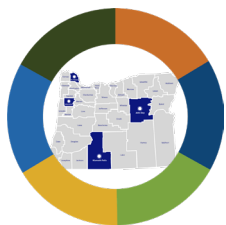


SCALING TO NEW HEIGHTS **BEYOND** KANSAS

○ NETWORK KANSAS LEVERAGES ACQUISITION OF e2 ENTREPRENEURIAL COMMUNITIES TO ENTER NATIONAL MARKET •

e2 Entrepreneurial Ecosystems provides best-practice solutions to entrepreneurial ecosystem building in Kansas and nationally. e2 helps communities increase prosperity through entrepreneur-focused economic development strategies and ecosystem building support. Created by Don Macke, and led by Tara Risewick, e2 has a national team providing research, coaching, incubation, market intelligence and other expertise. In 2022, e2’s focus centered on two statewide initiatives — one in Nebraska and one in Oregon.

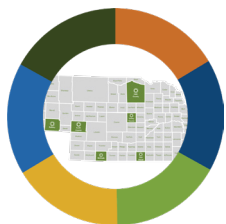
NATIONAL PROJECTS



GROWING RURAL OREGON (GRO) is an economic development framework that aims to foster more prosperous and resilient rural cities and towns across Oregon through entrepreneur-centered development. Funded by The Ford Family Foundation in Oregon, the GRO strategies aim to leverage unique community assets that can stimulate innovation and sustainable economic vitality. Five Oregon cities make up GRO’s first cohort: John Day, Independence, Klamath Falls, St. Helens and Tillamook. Community leaders in the cohort work with a coach to build a local entrepreneurial ecosystem, follow an evaluation plan and collaborate as a learning community for a five-year period.



Growing Rural Oregon



E3, SHORT FOR “ENERGIZING ENTREPRENEURIAL ECOSYSTEMS,” is an initiative supported by the Nebraska Community Foundation and is working to strengthen six Nebraska hometowns. This three-year community-building experience launched in 2021 and works to bolster entrepreneurial ecosystems in Valley County, Holt County, Keith County, Sidney, Red Cloud and McCook through extensive training, education and peer learning opportunities. E3 is funded by a grant from the Ewing Marion Kauffman Foundation.

SHARING OUR LEARNING - e2 shares its learning through monthly newsletters, the Pathways to Rural Prosperity podcast and on its website. Stay connected to timely rural-centric news, people you should know, strategies and best practice-papers to help cultivate more dynamic and robust rural economies.



BY NETWORK KANSAS



Visit: www.energizingentrepreneurs.org

  @e2ruralcenter

HISTORICAL FUNDING PERFORMANCE

SINCE 2006

NetWork Kansas launched its first loan program, StartUp Kansas, in 2006 and has created additional loan programs.

These programs have generated more than \$500 million in total investment with the majority of funding coming from other capital resources.

PERFORMANCE HIGHLIGHTS

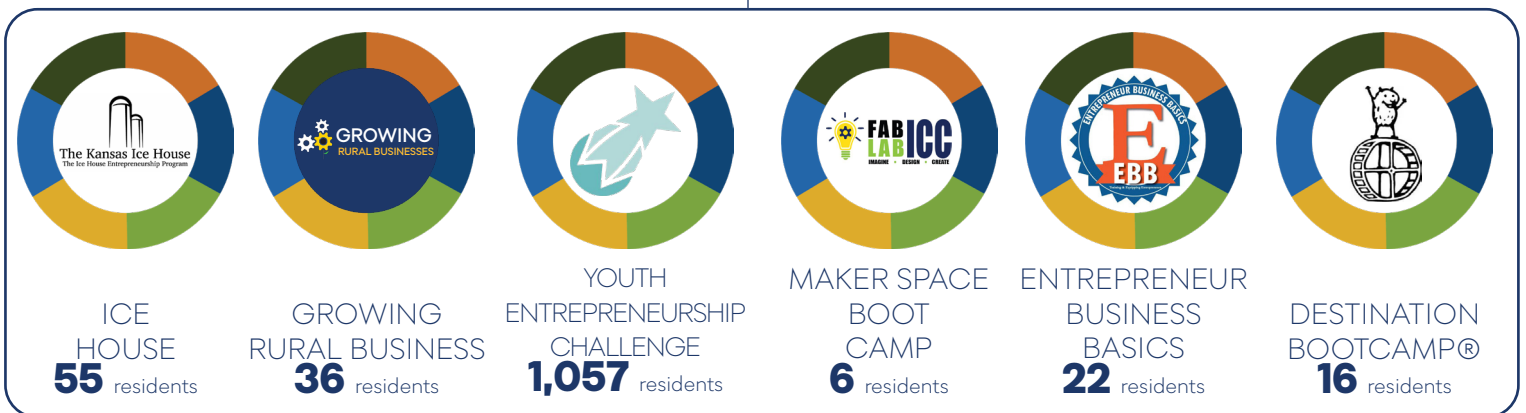
More than **42 PERCENT** of the investments have been in **STARTUPS**

600+ nonprofit and government sector partners engaged in investments

69 Entrepreneurship (E-) Community Partnerships

850+ local residents involved in Entrepreneurship (E-) Community Partnership leadership teams

1,192+ participants involved in NetWork Kansas' Board Certified Programs



LOAN LEVERAGE AS OF 6/30/2022

PROGRAM	LOANS	\$	LEVERAGED \$
StartUp Kansas* <i>*This program has been discontinued.</i>	313	\$9,307,405	\$41,693,374
E-Community	845	\$27,325,187	\$126,747,956
Capital Multiplier Loan* <i>*The Capital Multiplier Programs was discontinued in anticipation of the launch of the GROWKS Loan Programs in Fiscal Year 2023. Loans receivable from the Multiplier program are now dedicated to the Kansas Community Investment Fund and StartUp Kansas.</i>	114	\$15,686,622	\$229,695,388
Kansas Community Investment Fund	60	\$3,422,074	\$11,442,232
Economic Development Administration	5	\$516,700	\$1,150,800
Restart Kansas <i>Restart Kansas were emergency loans provided during the pandemic. No matching funds were required.</i>	62	\$651,883	
Kansas Healthy Food Initiative <i>The Kansas Healthy Food Initiative provides both grants and loans. Total grant dollars were \$281,815 of the total.</i>	23	\$391,415	\$496,849
TOTAL	1,422	\$57,301,286	\$411,226,599

VENTURE LEVERAGE AS OF 6/30/2022

PROGRAM	EQUITY INVESTMENT	\$	LEVERAGED \$
Capital Multiplier Venture Fund	44	\$5,395,599	\$111,620,857
TOTAL LOAN & VENTURE	1,466	\$62,696,885	\$522,847,456



ABOUT US

NetWork Kansas, a 501c3 nonprofit organization, is dedicated to making entrepreneurship a priority for economic and community development in the State of Kansas. NetWork Kansas connects aspiring entrepreneurs, emerging and established businesses to a deep network of business-building and community development resource organizations across the state. NetWork Kansas facilitates the development of an entrepreneurial ecosystem within participating communities through the E-Community Partnership. Contributing factors to successful development include the availability of financial capital, support by local leadership and development of educational resources. All of these factors combine to increase entrepreneurial activity in participating towns leading to increased startup activity, business expansion, job creation and more. NetWork Kansas is also the home of e2 Entrepreneurial Ecosystems (e2) and Entrepreneurial Growth Ventures.

Visit: www.networkkansas.com





THANK YOU TO OUR MAJOR CONTRIBUTORS

NETWORK KANSAS' MAJOR SPONSORS SUPPORT A WIDE VARIETY OF ENTREPRENEURIAL ACTIVITY AND HELP TO MAKE CLOSING RESOURCE GAPS POSSIBLE



KANSAS HEALTH
FOUNDATION



BlueCross BlueShield
Kansas

An independent licensee of the Blue Cross Blue Shield Association.



PATTERSON
FAMILY FOUNDATION



EWING MARION
KAUFFMAN
FOUNDATION



Fidelity
BANK



JULY 1, 2021-JUNE 30, 2022
FISCAL YEAR MAJOR CONTRIBUTIONS REFLECTED

E-COMMUNITIES ACROSS THE STATE



NORTHWEST REGION



Christy Preston

cpreston@networkkansas.com
785-269-7625
[@Christy71543063](https://twitter.com/Christy71543063)

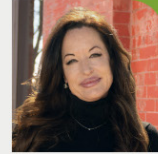
NORTH CENTRAL REGION



Sarah LaRosh

slarosh@networkkansas.com
785-346-4978
[@sarahlarosh](https://twitter.com/sarahlarosh)

NORTHEAST REGION

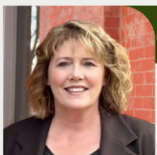


Jenn Laird

jlaird@networkkansas.com
623-695-6058
[@JennLairdKS](https://twitter.com/JennLairdKS)



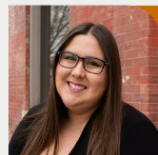
SOUTHWEST REGION



Lea Ann Seiler

lseiler@networkkansas.com
620-357-5561
[@leannseiler22](https://twitter.com/leannseiler22)

SOUTH CENTRAL REGION



Ciara Miller

cmiller@networkkansas.com
316-425-0083
[@CiaraLynnMiller](https://twitter.com/CiaraLynnMiller)

SOUTHEAST REGION



Janet Miller

jmiller@networkkansas.com
620-762-1593
[@JanetMillerKS](https://twitter.com/JanetMillerKS)



www.networkkansas.com

   @networkkansas