

NetWork Kansas

Rural Grocery Summit

June 26, 2018

Imagene Harris





NetWork Kansas

Statewide network of non-profit business-building resources that help entrepreneurs and small business owners start and grow their businesses

- Education, Expertise, and Economic Resources
- Central Portal of Resources
- Gap Funding Programs
- Entrepreneurship (E-) Communities



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 (?)
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Today Sunday, June 24, 2018-Sunday, July 01, 2018

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**

Access to Funding

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



Entrepreneurship
Community
Partnership



PATHWAYS to a
HEALTHY
KANSAS



NetWork Kansas Funding Programs

- Match other funding sources
- Work with local partners
 - Ex: local economic development groups, CDCs, etc
- Designed to help
 - Un-bankable
 - Under-capitalized
 - Insufficient collateral
 - Gap financing



Entrepreneurship
Community
Partnership



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](#).

StartUp Kansas Loan Fund

- Business location
 - Rural (population < 50,000)
 - Urban Distressed (20%+ live below poverty level)
- Matches up to 150% of public or private (bank) funding
 - Ex: \$20,000 bank loan → up to \$30,000 StartUp KS
- \$45,000 max.
- Terms match the partner or bank's loan
 - Floor rate of 5%, max. term length of 10 years
- Flexible use of funds



Photos sources: www.facebook.com/kellys-corner-grocery

Kansas Capital Multiplier Loan Fund

- Statewide
- Matches up to 9% of private capital invested (bank loan)
- \$25,000 to \$250,000 loans
 - \$25K min. → need at least \$278,000 of private capital to use program
- Terms: 1-5 years, 4% fixed; 6-10 years, 6% fixed
- Partner with CDCs to service deals

Minority & Women Business Multiplier Loan

- If majority woman or minority owned, match up to 20%
 - Minimum private match needed, \$125,000

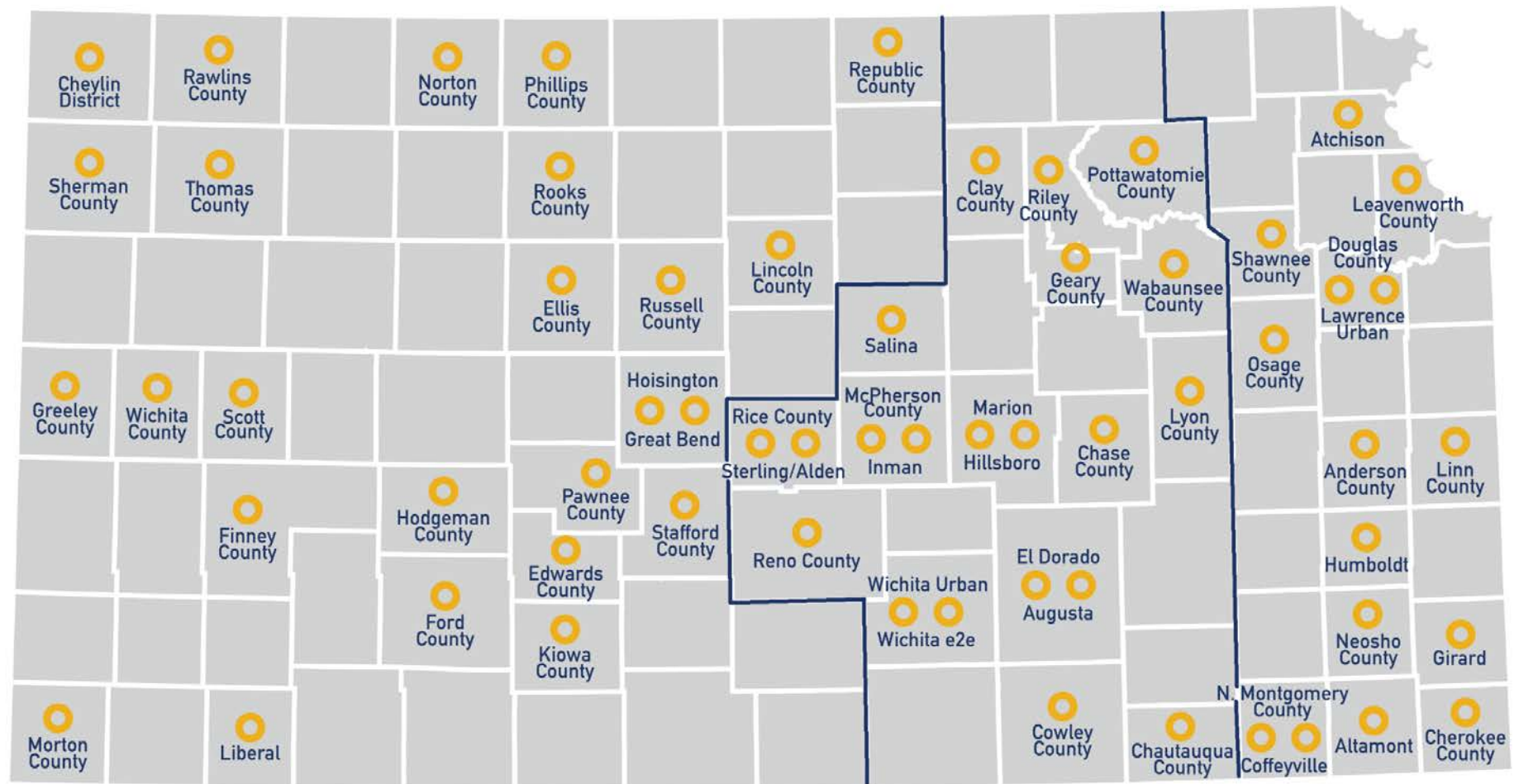


Photos sources: tallgrassbeer.com

Entrepreneurship (E-) Communities (E-Communities)



- 6 in 2007
- 61 in 2017
- Creation of locally controlled loan fund (60/40 match with funding partner)
- > 10 grocers funded



Entrepreneurship (E-) Communities

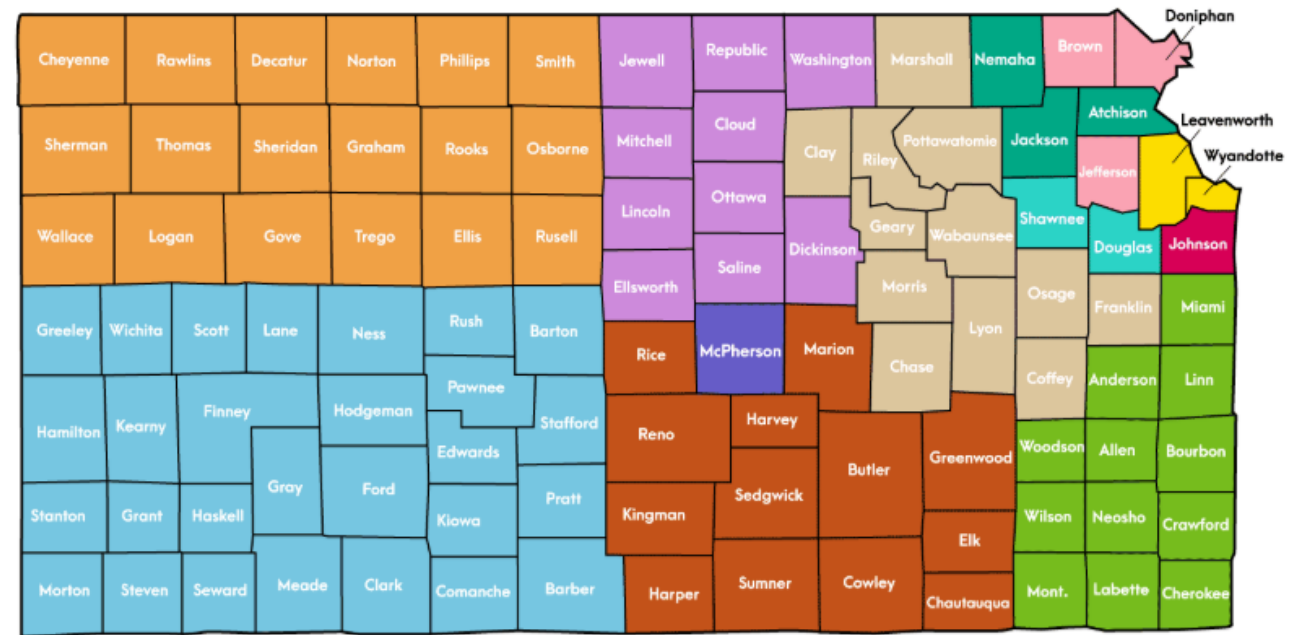
Board Certified Programs:

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)**



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





The Kansas Healthy Food Access Initiative

www.kansashealthyfood.org



KANSAS HEALTH
FOUNDATION





Kansas Healthy Food Initiative

- Seeded by the Kansas Health Foundation
- A partnership to increase access to affordable fresh food and improve Kansans' health and economic development
 - KHF, CECD, IFF, NetWork Kansas, The Food Trust
- Provides technical assistance and financing - loans and grants - to bring healthy foods to underserved Kansas communities
- Works to bridge informational and financing gaps faced by healthy food stakeholders and food retailers

Who can apply?

- For-profit or not-for-profit
- Examples
 - National grocery chain
 - Regional grocery chain
 - Singular grocery retail outlet
 - Other healthy food projects such as farmers markets, food hubs, distribution businesses





Program Eligibility

- Commitment to providing fresh, healthy foods
- Low resource area
- Underserved by fresh food retail
- Community fit
- Operator experience
- Additional considerations

Kansas Healthy Food Initiative Guidebook

<http://kansashealthyfood.org/documents/2017KHFIBooklet.pdf>



Questions?

Contact us at

khfi@ksu.edu

785-532-6868

Or visit our website at

www.kansashealthyfood.org

Updated: February 26, 2018

Contact Us!

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

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

 LinkedIn: [NetWork Kansas](https://www.linkedin.com/company/network-kansas)

E-mail: iharris@networkkansas.com

www.networkkansas.com

