



3RD ANNUAL

# NetWorked *for* CHANGE

CONFERENCE

THURSDAY, MAY 23 • WICHITA, KS

# RESOURCES RECAP

PRESENTED BY



BlueCross BlueShield  
**Kansas**

An independent licensee of the Blue Cross Blue Shield Association.





# Innovation ACROSS KANSAS

**CAPS Networks is Ready to Support You!**

CAPS Network is launching a major support initiative to increase profession-based learning across school districts in Kansas!

Join an international network of over 100 affiliate programs with access to over 200 curricular and experience-based resources! Receive mentoring, networking, professional development and more!

## Contact Us!

**Allison K. Nelson**, K12 Liaison  
[allison@yourcapsnetwork.org](mailto:allison@yourcapsnetwork.org)  
913 286 8717

If your school district is selected to be part of a CAPS cohort, a number of resources will be made available to you at a reduced rate or no charge.



[www.yourcapsnetwork.org](http://www.yourcapsnetwork.org)



@CAPSNetwork

# Calling All Innovative Kansas School Districts!

The initiative will strategically identify school districts aligned in vision with the five core values of the CAPS model: *profession-based learning*; *professional skills development*; *self-discovery and exploration*; *entrepreneurial mindset*; and *responsiveness*.

## Over the coming months, the CAPS Network team will:

- Identify school districts across all regions of Kansas aligned and positioned to integrate profession-based learning experiences for high school students;
- Select a cohort of school districts to affiliate to CAPS Network;
- Onboard these affiliate programs to a local planning effort;
- Initiate and connect educators to the CAPS tech resource hub, the CAPS Colab;
- Provide dedicated and robust training for teachers, specifically on the topic of the “CAPS teaching mindshift,” which puts the teacher in the role of coach and mentor and empowers students to lead authentic community projects as part of their curriculum;
- Provide access to three days of summer professional development and learning to 120 educators via the CAPS Network Summer Huddle event.





2025 HOST CITY Request for Proposal

# SMALL CITIES WANTED!

Only communities **UP TO 9,999** in population will be considered to host this conference.



## SPOTLIGHT your community.

Participants will stroll to workshops in your downtown within a 10-minute walk!



## SHARE your energy.

Your community's entrepreneurs are highlighted as conference presenters.



## CONNECT our resources.

Experts from across the state will share best practices to help entrepreneurial communities.

## OUR PURPOSE

To promote small communities and highlight people, businesses, and best practices for creating an entrepreneurial mindset.

## TARGET CONFERENCE DATE

June 2025

Deadline to submit RFP: August 1, 2024



[bit.ly/CECHostRFP](https://bit.ly/CECHostRFP)

**K-STATE**  
Research and Extension

**KANSAS STATE**  
UNIVERSITY

## CONTACT US



[nkdaniels@ksu.edu](mailto:nkdaniels@ksu.edu)



785-410-6352





Connecting **Entrepreneurial** Communities

2025 *HOST CITY* Request for Proposal

## SMALL CITIES WANTED!

Only communities **UP TO 9,999** in population will be considered to host this conference.

## EVENT DETAILS

### Connecting Entrepreneurial Communities (CEC) conference

**Target Conference Date: June 2025**

Thank you for your interest in applying to be the host community for the 2025 Connecting Entrepreneurial Communities conference, hosted by K-State Research and Extension (KSRE) and our partners.

The CEC conference aims to expand equitable entrepreneurial capacity by sharing knowledge, tools, and resources with Kansans. If selected to be host and co-creator of the 2025 conference, your community will have a valuable opportunity to showcase its charm, gain economic benefits, network with potential partners, and make a long-term impact on the Kansas entrepreneurship ecosystem.

**Please note applications close August 1, 2024.**

If you have any questions about completing this application, please contact Nancy Daniels, K-State Research and Extension, State Team Chair, at [nkdaniels@ksu.edu](mailto:nkdaniels@ksu.edu).

Connecting Entrepreneurial Communities is a replicated conference style that exists within the Extension system. The model gives us a place to start; the successful host community will help us create the **uniquely Kansas** version. To find other examples, search online for “Connecting Entrepreneurial Communities.” We are beginning our discussion with what we have seen in Missouri and Nebraska.

### IMPORTANT DATES

August 1, 2024:	Deadline to submit local host application.
August 15, 2024:	Selection is announced, and host location visits begin.
June 2025:	Target conference date.

### THE EVENT

The CEC conference will officially start at noon on the first day and close after lunch on the second day. The format allows five 1-hour workshops with 3-5 options in each session. (Up to 25 workshops and 3 keynote speakers.) Workshops will take place in various local businesses and empty buildings within a 10-minute walking distance, with 30 minutes between sessions for networking. Participants are encouraged to explore and shop in the businesses.

An opportunity exists to create a pre-conference tour the first morning for those who arrive the night before. Possible ideas- a manufacturing facility, an art walk, a downtown history or business tour. Think: “What is our community known for that we may take for granted?” Show us!

## SPEAKERS

We will gather workshops and keynote speakers from three equally valued sources:

- The host and other local communities,
- Kansas State University and K-State Research and Extension,
- State Partners.

## MEALS PROVIDED IN YOUR COMMUNITY

Day 1: Lunch (with Keynote)  
Evening networking reception at a venue within a drivable distance.

Day 2: Breakfast (with Keynote)  
Lunch (with Keynote)

## GET CREATIVE

At the CEC conference, one of the main objectives is to showcase the diverse offerings of your community. We're committed to celebrating the distinctiveness of Kansas, with a special emphasis on highlighting the smallest communities. Think creatively and make the most of what you have at your disposal. Don't hesitate to believe your city can host this event, regardless of the lack of traditional event spaces. Whether it's an empty building, tent, park, or street, we encourage you to think outside the box and explore unconventional venues. **We're not looking for perfect, just perfectly you. Let your imagination run wild – nothing is off the table!**





# HOST CITY APPLICATION

Name: \_\_\_\_\_

Organization: \_\_\_\_\_

Email: \_\_\_\_\_

Phone number: \_\_\_\_\_

Location/Community: \_\_\_\_\_

Population: \_\_\_\_\_

Considering this format and the opportunities it offers you, please briefly describe what your community offers. Provide specific information about your downtown business district, places of interest, tourism attractions, and other places of note conference attendees could experience.

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Suggested Workshop and Conference Speakers:

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## ADMINISTRATION

A committed Local Team is required to be selected as a host community. Team members can be anyone in the community willing to help.

If selected, your Local Team members will be expected to take on the following responsibilities. Please indicate whether your team has the capacity and resources to complete each task.

	Yes	Maybe	No
Put together a Local Team that is dedicated & diverse in terms of backgrounds, experience, & skills.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Provide two people to attend the Missouri CEC on Sept.17-19 in Fulton, MO. (Mileage, hotel, conference registration provided.)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

	Yes	Maybe	No
Appoint a chairperson who will act as the main point of contact for the K-State Research & Extension State Team.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Handle all local logistics, including venue coordination & conference needs (i.e., chairs and tables).	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Coordinate with local caterers for meals.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Create and distribute local promotional materials & conference packets.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

	Yes	Maybe	No
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## VENUES

Provide a large venue for opening and closing sessions to accommodate up to 200 attendees.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Is the large venue ADA-accessible?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Provide at least five breakout session venues in local businesses or empty buildings.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Is at least one of the breakout sessions ADA-accessible?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Ensure all venues are within 10 minutes walking distance of each other. (Exceptions are considered if necessary.)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Adequate parking within walking distance of the conference venues.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Organize a main conference networking event at a suitable venue.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Provide sufficient lodging within the community for up to 80 attendees.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

	Yes	Maybe	No
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## FINANCIALS & SPONSORSHIPS

Secure sponsorship to help fulfill conference financial obligations (meals, venues, local advertising.) The recommended minimum amount is \$3,000.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Provide updates on income and expenses to the State Team each month.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>



MARKETING & PROMOTION

Work with the State Team to develop a marketing strategy & calendar.

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Provide local content and sponsor logos to the State Team for their broader promotional efforts.

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Ensure all local marketing & promotion materials & content are approved by the State Team Chair &/or KSRE Extension Integrated Communications & Marketing.

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Collaborate with local organizations to promote the conference.

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Engage the local community in conference planning & activities.

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Engage local influencers & community leaders as conference ambassadors to help with marketing & promotion

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Please provide details of the capacity and resources you have indicated as available in your community.

Please provide details of your local team members and the roles each will play in helping to host the conference.

Please provide any additional information that should be considered for your community's application.

Commerce Grants at a Glance	Amount	Match	Funding Timeline			Contact
	Maximum		Announced	Application	Awarded	
<b>Barn Adaptation and Restoration Needs Grant (BARN)</b> Funds to assist in the revitalization of old barns	\$25,000	50%	Jan.	Jan. - Mar.	July	Kelsey.Wendling@ks.gov
<b>Broadband Acceleration Grant (BAG)</b> Infrastructure buildout in economically distressed counties	\$1,000,000	50%	May	May - July	Sept.	Jade.Piros@ks.gov
<b>Community Development Block Grant (CDBG)</b> <b>Competitive Round:</b> community facilities, public service, infrastructure <b>Rolling Round:</b> housing, commercial rehabilitation, economic development, urgent need, regional water systems	\$800,000	25%	Jan.	Jan. - Sept.	Dec.	Andrew.Hayman@ks.gov
	\$1,000,000	25%	Jan.	Rolling	Rolling	Andrew.Hayman@ks.gov
<b>Community Service Tax Credit Program (CSP)</b> Amplify fundraising efforts for non-profit organizations	\$200,000 tax credit	0%	Jan.	Mar. - Apr.	June	Sara.Bloom@ks.gov
<b>Emergency Response Historic Economic Asset Lifeline Grant (HEAL)</b> Rehabilitate downtown buildings from likely demolition or collapse	\$100,000	100%	July	Rolling	Within 15 days of application submission	Trisha.Purdon@ks.gov
<b>Historic Economic Asset Lifeline Grant (HEAL)</b> Rehabilitate downtown buildings for new businesses or organizations in rural communities	\$100,000	100%	May	June - Aug.	Oct.	Trisha.Purdon@ks.gov
<b>Kansas Angel Investor Tax Credit Program</b> Bring together accredited angel investors with qualified companies seeking early-stage investment	Varies by project	N/A	N/A	All Year	Rolling	Rachell.Rowand@ks.gov
<b>Kansas Apprenticeship Tax &amp; Grant Act</b> Expand/promote apprenticeships within businesses, non-profits, healthcare and education	\$2,750 per apprentice	0%	N/A	Jan. May	Feb. June	Shonda.Anderson@ks.gov
<b>Kansas Office of Apprenticeship Project Grant</b> Support needs related to technical instruction for registered apprenticeship	\$200,000	100%	N/A	June - Aug.	Sept.	Shonda.Anderson@ks.gov
<b>Kansas Arts Commission Arts Everywhere Program</b> <b>Arts in Education</b> Support the role the arts play in all levels of education, community service and workforce development	\$10,000	100%	Sept.	Dec. - Jan.	Apr.	Curtis.Young@ks.gov
<b>Innovative Partnerships</b> Assistance for arts-centered programs that address community needs	\$20,000	100%	Sept.	Dec. - Jan.	Apr.	Curtis.Young@ks.gov
<b>Organizational Development - Capacity Building</b> Fund projects that increase administrative or artistic capacity	\$5,000	100%	Sept.	Dec. - Jan.	Apr.	Curtis.Young@ks.gov
<b>Organizational Development - Salary Assistance</b> Support for one or more positions at rural and/or SEDl art organizations	\$20,000	100%	Sept.	Dec. - Jan.	Apr.	Curtis.Young@ks.gov
<b>Specific Arts and Culture Projects</b> Support for the arts in Kansas through funding for cultural projects and programs	\$10,000	100%	Sept.	Dec. - Jan.	Apr.	Curtis.Young@ks.gov
<b>Kansas Arts Commission General Operating Support Program</b> Strengthen the state's cultural infrastructure	\$25,000	100%	Sept.	Dec. - Jan.	Apr.	Curtis.Young@ks.gov
<b>Kansas Arts Commission Public Art &amp; Mural Program</b> Support permanent or semi-permanent installations, murals and other public art projects	\$10,000	100%	Sept.	Dec. - Jan.	Apr.	Curtis.Young@ks.gov
<b>Kansas Arts Commission Visiting Artists Program</b> Engage and deepen impact of arts on local and underserved audiences	\$7,500	100%	Sept.	Dec. - Jan.	Apr.	Curtis.Young@ks.gov
<b>Kansas Arts Commission Visiting Touring Roster Artists Program</b> Encourage the integration of visiting artists into a variety of community settings	\$8,500	100%	N/A	Rolling	Rolling	Curtis.Young@ks.gov
<b>Proof of Concept Fund</b> Funds to help develop a project/product to the point where an entity can raise external capital	\$25,000	100%	N/A	Rolling	Quarterly	Rachell.Rowand@ks.gov
<b>Rural By Choice Champions</b> Provides stipend to hire a Champion to fill a gap in community capacity to complete a needed project	\$20,800	25%	Apr.	Apr. - June	July	Trisha.Purdon@ks.gov
<b>Rural Murals</b> Support new murals in rural communities	\$7,500	25%	Feb.	Feb. - May	May	Trisha.Purdon@ks.gov
<b>Small Business R&amp;D Acceleration Grant</b> Assistance for small businesses in advancing a product or service to commercialization	\$25,000	100%	N/A	Rolling	Quarterly	Rachell.Rowand@ks.gov



COMMERCE GRANTS AT A GLANCE	AMOUNT	MATCH	FUNDING TIMELINE			CONTACT
	Maximum		Announced	Application	Awarded	
<b>Strategic Economic Expansion and Development Grant (SEED)</b> Support economic revitalization of communities under 5,000 population	\$25,000	10%	Aug.	Aug. - Oct.	Dec.	Rachel.Willis@ks.gov
<b>Tourism Attraction Development Grant - Spring Round</b> Assist the development of new tourism attractions or enhance existing attractions	\$200,000	60%	Feb.	Feb. - Apr.	May	Carrie.Doud@ks.gov
<b>Tourism Attraction Development Grant - Fall Round</b> Assist the development of new tourism attractions or enhance existing attractions	\$200,000	60%	Aug.	Aug. - Oct.	Nov.	Carrie.Doud@ks.gov
<b>Tourism Marketing Grant</b> Assist in the new or first-time innovative tourism advertising and marketing efforts	\$20,000	60%	June	June - Aug.	Sept.	Carrie.Doud@ks.gov

Photo by Darrel Ellis, courtesy of The Kresge Foundation

# Partnering to create thriving communities

**IFF is a unique kind of community development financial institution (CDFI) committed to advancing transformational outcomes in under-resourced communities across the Midwest.**

Since 1988, we've worked with nonprofits and investors at the intersection of facilities and finance to create safe and inspiring spaces, providing more than **\$1.4 billion in loans** and leveraging **\$4.5 billion in community investments**.

Today, we champion nonprofits to shape more equitable and vibrant communities through community-centered lending, development, and real estate consulting.



## Providing more capital for more changemakers

IFF reduces barriers to capital in under-resourced Midwestern communities, helping nonprofits bring their visions to life while offering investors better ways to achieve impact.



## Solving system-level challenges

Our experienced teams continuously build stronger connections with government, philanthropic, and other stakeholders to identify and implement system-level solutions for local, statewide, and regional challenges.



## Maximizing investment impact across the Midwest

Working locally with community stakeholders, IFF acts as the Midwest intermediary for impact capital and capacity-building programs. We offer a unique perspective on how facilities can transform communities.

**We champion nonprofits to shape more equitable and vibrant communities through community-centered lending, development, and real estate consulting.**



# Connecting community lending, development, and engagement

**We believe that nonprofits are the most important engine of social change. So, we help these organizations amplify their work through high-quality spaces that support their unique missions.**

Our platform of finance and real estate—grounded in a commitment to equity, diversity, and inclusion—not only helps individual nonprofits, but can leverage public/philanthropic investments to achieve the greatest impact.



## Capital Solutions

IFF's expertise in nonprofit finance enables us to provide maximum flexibility while reducing structural barriers to capital in under-resourced communities. We provide loans from \$10,000 to \$6.5 million, providing up to 95% of total project costs. Our core product—a long-term loan with no appraisal requirements—facilitates property ownership, eliminates refinance risk, and helps strengthen nonprofits and the communities they serve.



## Real Estate Solutions

We are real estate experts and problem solvers who support clients from ideation through ribbon cutting. We focus on optimizing space, building financial assets, and driving efficiency. And, we consistently integrate our consulting expertise with Capital Solutions and Community Development Solutions for more magnified impact.



## Community Development Solutions

IFF serves as a real estate developer, collaborating with community stakeholders to achieve their unique visions. Our team works in Chicago, Detroit, and St. Louis across projects, often bridging gaps in the community by taking on challenges other developers cannot or are unwilling to pursue.



## Social Impact Accelerator

Our dedicated team of industry thought leaders leverages powerful research and evaluation capabilities to advance equity and systems change through innovation and scale.

## Key Sectors Served

- Affordable housing
- Schools
- Health care
- Community development
- Early childhood education
- Universal access services
- Youth services
- Arts and culture
- Workforce development
- Healthy foods

## States Served



Learn more about what IFF can do for your community.  
Call 866 629 0060 or email us at [general@iff.org](mailto:general@iff.org)



## PIPELINE ENTREPRENEURS: FOUNDER FIRST

Since 2007, Pipeline has successfully identified the region's top innovators who also exhibit business leadership skills and surrounded them with education, support, networks, and resources to enable their businesses to gain traction, grow, and scale.

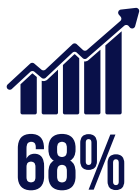
Pipeline's model is unique. While most accelerators focus on the startup, Pipeline focuses on the entrepreneur. Companies grow, leadership changes, and businesses fail or are acquired, but the entrepreneur remains the bedrock of the Pipeline network.

### Pipeline's Model

Pipeline provides access to a diverse network of the Midwest's top-performing entrepreneurs through various stages:

- Pathfinders: Early-stage founders who are not yet working full-time on their startups and also identify as part of an underserved community.
- Fellows: Growth-stage founders focusing on market fit and scaling.
- Members: Founders who have successfully gone through the Fellowship program providing a network offering success stories, resources, and mentorship.
- Advisors: National reach, thought leadership, resource, and mentorship.

## PIPELINE ENTREPRENEURS POWERING THE MIDWEST ECONOMY



INCREASED REVENUE FOR  
PIPELINE-LED COMPANIES  
2022



**\$950M+**

IN WAGES GENERATED  
BY PIPELINE LED  
COMPANIES

**\$2.23B+**

TOTAL REVENUE  
GENERATED BY PIPELINE  
LED COMPANIES

**\$750M+**

CAPITAL RAISED BY  
PIPELINE COMPANIES

**3X**

THE TYPICAL PIPELINE COMPANY IS GROWING AT AN ANNUAL RATE OF MORE THAN **20 PERCENT**— NEARLY **3X** THE AVERAGE FOR U.S. SMALL FIRMS—CREATING NEW JOBS AND NEW WEALTH ALONG THE WAY.

ENTREPRENEUR FIRST

HIGH GROWTH/SCALABLE

HEARTLAND FOCUSED

12 MONTH PROGRAM

+ DIGITAL HEALTH

TAKE ZERO EQUITY

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

# MINORITY/WOMAN CERTIFICATION OVERVIEW

The Office of Minority and Women Business Development promotes business development with a focus on disadvantaged, minority- and women-owned businesses and offers certifications in the areas of procurement, contracting and subcontracting, financing and business management.



## KEY POINTS

- Certifications offered: DBE/MBE/WBE/ACDBE
- Applicants may apply for more than one type of certification simultaneously
- The program is administered utilizing 49 CFR Part 23 & 26
- There is no charge to get your business certified by the State of Kansas
- Out-of-State companies must be certified in their home state

## REQUIREMENTS

- Business must be at least 51% owned and controlled by a minority, woman or disadvantaged person
- Personal net worth cannot exceed the \$1.32 million cap (minus present value of primary residence and interest in the business [PNW not required for MBE or WBE certifications])
- The owner must possess the power to direct or cause the direction of the management and policies of the firm and make day-to-day decisions
- The applicant must be a U.S. Citizen or lawfully admitted as a permanent U.S. Resident
- Able to show that you have a viable business
- Must be organized as a for-profit and operate as an independent small business (as defined by the U.S. Small Business Administration)

## CONTACT US

Scan for website



Email

KDC\_MWBD@ks.gov

## Certification Process

- The process can take about 30 to 90 days (once documents are received)
- Applicants must complete an application which can be obtained at [www.kansascommerce.gov/mwv](http://www.kansascommerce.gov/mwv) and submitted to [KDC\\_MWBD@ks.gov](mailto:KDC_MWBD@ks.gov)
- A review will be conducted regarding documentation submitted
- An on-site or virtual visit will be scheduled for Kansas companies
- A decision will be made regarding eligibility

## Why should a business certify?

Increase your opportunities to win contracts, subcontracts and procurement bids where goals have been established for women and minorities.

## Who uses certified businesses?

- Government agencies (e.g. federal, state, county or city)
- School districts and universities
- Private corporations
- Prime contractors
- Others

## Certification follow-up

- Listing in Directory of Certified Businesses on Commerce website
- Annual reaffirmation (submit required documents)
- Triennial review (submit required documents, a site visit may be conducted)





## Kansas Department of Agriculture Agricultural Marketing, Advocacy, and Outreach Team

The mission of the KDA Agricultural Marketing, Advocacy and Outreach Team is to serve all Kansans through innovative programming and delivering solutions designed to create an environment that facilitates growth and expansion in agriculture while increasing pride in and awareness of the state's largest industry – agriculture.



The Agricultural Marketing, Advocacy and Outreach team identifies with the following team goals:

- Retain and serve current farms, ranches and agribusinesses in Kansas
- Grow current farms, ranches and agribusinesses in Kansas
- Expand the Kansas agriculture industry
- Assist in maintaining/growing rural Kansas communities
- Raising awareness of agriculture
- Create appreciation for agriculture

The Ag Marketing team is a strong voice for Kansas agriculture and will continue to advocate for agriculture in a variety of ways. Partnerships with educational institutions and programs and agricultural organizations will allow for building a stronger and more consistent message for Kansas agriculture year-round.



## Agribusiness Development

The business development team works to grow the Kansas agriculture industry and economy. The team works with any farmer, rancher, or agribusiness that wants to expand in size or product offerings. They also work to attract farmers, ranchers, and agribusinesses to Kansas to conduct business, whether with a complete relocation or expansion of an additional location. The business development team connects people, works through regulatory requirements, navigates support and incentive options for interested parties, and creates business plans which promote and benefit Kansas agribusinesses. Finally, the team conducts Strategic Growth Initiative Meetings (SGI) in counties around Kansas, facilitating conversations regarding agriculture industries that would be beneficial in growing and expanding the county's agriculture economy.

## International Marketing

The Kansas Department of Agriculture is dedicated to providing an environment that enhances and encourages economic growth of the agriculture industry and the Kansas economy including the further development and expansion of marketing opportunities for agricultural goods and services around the globe. In order to help Kansas small businesses enter new markets and gain new international customers, the Kansas Department of Agriculture coordinates international missions and other market-oriented opportunities.



## From the Land of Kansas

The *From the Land of Kansas*<sup>TM</sup> trademark program's goal is to help businesses that grow, produce, process or manufacture products in Kansas. The trademark program works with and supports restaurants using Kansas products and retailers selling Kansas ag products and ingredients. The program helps members promote their Kansas products and provides members with a variety of business development tips and opportunities including marketing assistance. Finally, *From the Land of Kansas*<sup>TM</sup> maintains the central registration of Farmer's markets in Kansas and assists KDA in promoting Kansas agriculture by efficiently connecting producers with consumers.

## Workforce Development

The Agriculture Marketing, Advocacy and Outreach team works with farmers, ranchers and agribusinesses to identify current and future needs in regard to the skills needed for their specific workforce. The team also works with secondary and post-secondary educational institutions to develop training solutions for the workforce needs of the industry. Creating partnerships between industry and education that ensures a pipeline of qualified individuals to fill the needs of the agricultural employers is the primary workforce development goal at KDA.

# FUNDING PROGRAM QUICK GUIDE



	E-Community	Kansas Community Investment Fund (KCIF)	Kansas Healthy Food Initiative (KHFI)	GROWKS Equity	GROWKS Loan
For-profit	✓	✓	✓	✓	✓
Non-profit		✓	✓		✓
Match Required	✓	✓		✓	✓
Match Look back	6 MOS	6 MOS		90 DAYS	90 DAYS
Bank Required					✓
Private Capital		✓		✓	
Match Percentage	150%	150%		VARIES BY DEAL	VARIES BY PROGRAM
Max Loan Amount	\$50,000	\$100,000	VARIES BY PROJECT	MIN \$50K, MAX \$250K	VARIES BY PROGRAM
Rate	4%, 6%	4%, 6%	VARIES (5-7% TYPICAL)		4%, 6%
Terms	1-5 YRS, 6-10 YRS	1-5 YRS, 6-10 YRS	VARIES (UP TO 15 YRS)	PRICED EQUITY, CONVERTIBLE NOTE	1-5 YRS, 6-10 YRS
Eligibility	MUST BE LOCATED IN AN E-COMMUNITY	ACCESS TO CARE, HEALTHY BEHAVIORS, EDUCATION, ATTAINMENT, AND/OR CIVIC ENGAGEMENT	ACCESS TO HEALTHY FOOD	KANSAS ENTREPRENEUR RAISING EQUITY CAPITAL	MINORITY/WOMAN, RURAL/URBAN DISTRESSED, ECONOMICALLY DISADVANTAGED, COMMUNITY ASSET, TARGET SECTOR

# FUNDING PROGRAM QUICK GUIDE



	Minority/Women-led Economically Disadvantaged Starter	Rural/Urban Distressed	Minority/Women-led Economically Disadvantaged Growth	Community Asset	Target Sector
For-profit	✓	✓	✓	✓	✓
Non-profit	✓	✓	✓	✓	✓
Match Required	✓	✓	✓	✓	✓
Match Look back	90 DAYS	90 DAYS	90 DAYS	90 DAYS	90 DAYS
Bank Required	20% MIN OF TOTAL ELIGIBLE CAPITAL	20% MIN OF TOTAL ELIGIBLE CAPITAL	20% MIN OF TOTAL ELIGIBLE CAPITAL	20% MIN OF TOTAL ELIGIBLE CAPITAL	20% MIN OF TOTAL ELIGIBLE CAPITAL
Match Percentage	UP TO 200%	UP TO 150%	UP TO 25%	UP TO 15%	UP TO 10%
Max Loan Amount	\$100,000	\$100,000	\$250,000	\$250,000	\$1,000,000
Rate	4%, 6%	4%, 6%	4%, 6%	4%, 6%	4%, 6%
Terms	1-5 YRS, 6-10 YRS	1-5 YRS, 6-10 YRS	1-5 YRS, 6-10 YRS	1-5 YRS, 6-10 YRS	1-5 YRS, 6-10 YRS
Eligibility	MINORITY-LED, WOMEN-LED, ECONOMICALLY DISADVANTAGED-LED	RURAL OR URBAN DISTRESSED	MINORITY-LED, WOMEN-LED, ECONOMICALLY DISADVANTAGED-LED	ACCESS TO CARE, EDUCATION, HEALTHY BEHAVIORS, AND/OR CIVIC ENGAGEMENT AND/OR PROVIDE ECONOMIC BENEFITS	ADVANCED MANUFACTURING, AEROSPACE, DISTRIBUTION, FOOD AND AGRICULTURE, PROFESSIONAL AND TECHNICAL SERVICES





**KANSAS**  
COMMERCE

## A VARIETY OF MATCHING LOAN PROGRAMS TO SUPPORT KANSAS BUSINESSES

4% interest rate for one-year to five-year loans • 6% interest rate for six-year to ten-year loans

### PROGRAM SNAPSHOTS

#### MINORITY/WOMEN-LED/ECONOMICALLY- DISADVANTAGED STARTER LOANS

Match: Up to 200% match of the bank loan  
Geography: Statewide  
Loan Cap: \$100,000

#### Example

Business receives a \$50,000 bank loan, the business could qualify for an up to \$100,000 Minority/Women-Led/Economically-Disadvantaged Starter Loan

#### RURAL/URBAN DISTRESSED LOANS

Match: Up to 150% match of the bank loan  
Geography: Rural & distressed areas of urban centers  
Loan Cap: \$100,000

#### Example

Business receives a \$50,000 bank loan, the business could qualify for an up to \$75,000 Rural/Urban Distressed Loan

#### MINORITY/WOMEN-LED/ECONOMICALLY- DISADVANTAGED GROWTH LOANS

Match: Up to 25% match of the bank loan  
Geography: Statewide  
Loan Cap: \$250,000

#### Example

Business receives a \$400,000 bank loan, the business could qualify for an up to \$100,000 Minority/Women-Led/Economically-Disadvantaged Growth Loan

#### COMMUNITY ASSET LOANS

Match: Up to 15% match of the bank loan  
Geography: Statewide  
Loan Cap: \$250,000

#### Example

Business receives a \$1M bank loan, the business could qualify for an up to \$150,000 Community Asset Loan

#### TARGET SECTOR LOANS

Match: Up to 10% match of the bank loan  
Geography: Statewide, specific industries eligible  
Loan Cap: \$1M

#### Example

Business receives a \$5M bank loan, the business could qualify for an up to \$500,000 Target Sector Loan



For more information: Call 877-521-8600 or email [info@networkkansas.com](mailto:info@networkkansas.com)

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**NetWorked**

Partnership for Community Investment

## RESOURCE SPOTLIGHT



Connecting Entrepreneurial Communities

NetWork Kansas Partner:

K-State Research and Extension, Kansas State University & More

## OVERVIEW

Connecting Entrepreneurial Communities is designed to promote small communities and highlight people, businesses, and best practices for creating an entrepreneurial mindset.

The Connecting Entrepreneurial Communities (CEC) Conference aims to expand equitable entrepreneurial capacity by sharing knowledge, tools, and resources with Kansans. If selected to be host and co-creator of the 2025 conference, your community will have a valuable opportunity to showcase its charm, gain economic benefits, network with potential partners, and make a long-term impact on the Kansas entrepreneurship ecosystem.

## HOW DOES THE RESOURCE WORK?

The CEC conference will officially start at noon on the first day and close after lunch on the second day. The format allows five 1-hour workshops with 3-5 options in each session - up to 25 workshops and 3 keynote speakers. Workshops will take place in various local businesses and empty buildings within a 10-minute walking distance, with 30 minutes between sessions for networking. Participants are encouraged to explore and shop in the businesses. An opportunity exists to create a pre-conference tour the first morning for those who arrive the night before. Possible ideas- a manufacturing facility, an art walk, a downtown history or business tour. Think: "What is our community known for that we may take for granted?" Show us!

## CRITERIA TO BE APPLY

- The CEC Conference will be held in June 2025 at a location yet-to-be-determined.
- Communities of up to 9,999 in population are invited to apply to be the host community.
- Applications are open now through August 1, 2024.

TO DETERMINE ELIGIBILITY TO HOST: [CLICK HERE](#)

FOR MORE INFORMATION, CONNECT WITH:

- Nancy Daniels, CEC planning committee lead, [nkdaniels@ksu.edu](mailto:nkdaniels@ksu.edu), 785-410-6352
- Sarah LaRosh, NetWork Kansas, [slarosh@networkkansas.com](mailto:slarosh@networkkansas.com) 877-521-8600



**K-STATE**  
Research and Extension

**KANSAS STATE**  
UNIVERSITY

**KANSAS**  
COMMERCE





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## RESOURCE SPOTLIGHT



PATHWAYS to a  
**HEALTHY  
KANSAS**

NetWork Kansas Partner:  
Blue Cross and Blue Shield of Kansas

## OVERVIEW

The Pathways initiative, known as Pathways to a Healthy Kansas, is the largest community grant initiative ever funded by Blue Cross and Blue Shield of Kansas. It combines community-wide, evidence-based solutions and practices to help Kansas communities improve active living, healthy eating, and tobacco prevention. The initiative provides community coalitions with the tools and resources needed to engage their communities and remove barriers to healthy living. Source: <https://www.bcbsks.com/blue-health-initiatives/pathways/pathways-to-a-healthy-kansas>

## HOW DOES THE RESOURCE WORK?

- **Pathways to a Healthy Kansas is a competitive grant Request for Application.**
- **Funding will include coalition capacity funds and eligibility for implementation grants to be awarded to community stakeholders**

## CRITERIA TO BE APPLY

### Prospective applicants must:

- Be in an active community health coalition
- A community coalition's size can range from a neighborhood all the way up to contiguous counties (any county whose boundary touches at any point with that of the primary county.)
- More information will be released in the Request for Applications in August 2024.

FOR MORE INFORMATION: [CLICK HERE](https://www.bcbsks.com/blue-health-initiatives/pathways)

TO CONNECT: [www.bcbsks.com/blue-health-initiatives/pathways](https://www.bcbsks.com/blue-health-initiatives/pathways)



An independent licensee of the Blue Cross Blue Shield Association.

BlueCross BlueShield  
**Kansas**



PATHWAYS to a  
**HEALTHY  
KANSAS**



# MINORITY/WOMAN CERTIFICATION OVERVIEW

The Office of Minority and Women Business Development promotes business development with a focus on disadvantaged, minority- and women-owned businesses and offers certifications in the areas of procurement, contracting and subcontracting, financing and business management.



## KEY POINTS

- Certifications offered: DBE/MBE/WBE/ACDBE
- Applicants may apply for more than one type of certification simultaneously
- The program is administered utilizing 49 CFR Part 23 & 26
- There is no charge to get your business certified by the State of Kansas
- Out-of-State companies must be certified in their home state

## REQUIREMENTS

- Business must be at least 51% owned and controlled by a minority, woman or disadvantaged person
- Personal net worth cannot exceed the \$1.32 million cap (minus present value of primary residence and interest in the business [PNW not required for MBE or WBE certifications])
- The owner must possess the power to direct or cause the direction of the management and policies of the firm and make day-to-day decisions
- The applicant must be a U.S. Citizen or lawfully admitted as a permanent U.S. Resident
- Able to show that you have a viable business
- Must be organized as a for-profit and operate as an independent small business (as defined by the U.S. Small Business Administration)

## CONTACT US

Scan for website



Email

KDC\_MWBD@ks.gov

## Certification Process

- The process can take about 30 to 90 days (once documents are received)
- Applicants must complete an application which can be obtained at [www.kansascommerce.gov/mwv](http://www.kansascommerce.gov/mwv) and submitted to [KDC\\_MWBD@ks.gov](mailto:KDC_MWBD@ks.gov)
- A review will be conducted regarding documentation submitted
- An on-site or virtual visit will be scheduled for Kansas companies
- A decision will be made regarding eligibility

## Why should a business certify?

Increase your opportunities to win contracts, subcontracts and procurement bids where goals have been established for women and minorities.

## Who uses certified businesses?

- Government agencies (e.g. federal, state, county or city)
- School districts and universities
- Private corporations
- Prime contractors
- Others

## Certification follow-up

- Listing in Directory of Certified Businesses on Commerce website
- Annual reaffirmation (submit required documents)
- Triennial review (submit required documents, a site visit may be conducted)



## RESOURCE SPOTLIGHT



**NetWorked**

Partnership for Community Investment



Strengthening  
nonprofits and  
the communities  
they serve.

NetWork Kansas Partner:  
IFF

### OVERVIEW

IFF provides flexible lending products and creative real estate solutions that help nonprofits achieve their growth goals and best serve their communities.

### PARTICIPANT CRITERIA?

Our clients include human services agencies, supportive housing providers, schools, health clinics, arts and culture organizations, early childhood care centers, and community centers in the Midwest. We also finance grocery stores in food deserts and affordable housing projects.

### HOW DOES THE RESOURCE WORK?

- Facility loans for acquisition, construction, renovation, maintenance, and leasehold improvements
- Capital campaign bridge loans
- Subordinate mortgage loans
- Equipment and vehicle loans
- Loan Amount: \$10,000 to \$3 million
- Term: 5 to 15 years
- Amortization: up to 20 years
- Up to 95% of project cost (5% cash needed)
- No appraisals are required on our standard product
- No prepayment penalty

### GEOGRAPHIC FOCUS?

#### The Midwest

- Iowa
- Illinois
- Indiana
- Kansas
- Michigan
- Missouri
- Ohio
- Wisconsin



FOR MORE INFORMATION:

[CLICK HERE](#)

Connect with Amber Korf, IFF's Senior Lender, at [akorf@iff.org](mailto:akorf@iff.org) to get started



Strengthening  
nonprofits and  
the communities  
they serve.



**NetWorked**

Partnership for Community Investment

## RESOURCE SPOTLIGHT



WICHITA STATE  
UNIVERSITY

### PUBLIC POLICY & MANAGEMENT CENTER

NetWork Kansas Partner:

The Public Policy & Management Center at Wichita State University

## OVERVIEW

The PPMC is a nonprofit, nonpartisan organization that works with the public, nonprofit, and private sectors to conduct research, evaluation, training, and community initiatives that benefit the public good.

## HOW DOES THE RESOURCE WORK?

Clients of the PPMC can expect to gain data-driven insight that makes their community better. The PPMC's services fall into three main categories:

- **Access and Engagement:** Create inclusive community initiatives and engagement to improve access and equity.
- **Applied Research and Collaboration:** Address organizational and community needs through applied research, evaluation, and strategic collaboration.
- **Talent and Organizational Success:** Advance communities through planning, talent, workforce, and organizational initiatives.



## FOR MORE INFORMATION:

**[CLICK HERE](#)**

Visit

[www.wichita.edu/ppmc](http://www.wichita.edu/ppmc)  
to learn more about the PPMC.

Email

[sarah.shaffer@wichita.edu](mailto:sarah.shaffer@wichita.edu)  
or call 316-978-6526 to get started!