TC SOURCELINK

Kansas City’s most comprehensive
Get tips for your business and get www.kcsourcelink.com | 816-235-6500
YOUR BUSINESS’S MAP TO
TAKE A RIDE ON THE
THE RIGHT TIME.

WELCOME TO THE RESOURCE RAIL™
KCSourceLink’s Resource Rail™ is your map to entrepreneurial experts across our region who are ready to help your business start and grow, whether you’re launching a company or are ready to scale it, whether you’re leading an innovation-led business or a Main Street icon.

MIND THE GAPS
KCSourceLink also looks at gaps in the entrepreneurial ecosystem and works with our Resource Partners to bring programs, capital and other collaborations to Kansas City that will help our entrepreneurs and economy grow. Access the entire network at kcsourcelink.com.

WHAT TO KNOW BEFORE YOU GO
Ready to connect with resources on the Resource Rail? Call us at 816-235-6500 (talk with real people) or visit The Resource Navigator™ at kcsourcelink.com to find the resource you need right now. (And queue up the ones you’ll need as you grow.)

For further tricks, tips, inspiration and events, visit our blog, Shop Local map and comprehensive business calendar, open to all at kcsourcelink.com.

WHAT’S YOUR NEXT STEP?
The Resource Rail is the big picture of KC’s business-building organizations, from inception to exit. But what’s your next step?

Call us at 816-235-6500 to find out whom you need to talk to next, or fill out a request for your personal action plan at kcsourcelink.com/myplan. We’ll get back to you with a hand-crafted list of whom you need to meet and what you need to do next. Yep, it’s free and for anyone.

YOUR FIRST STOP: KCSourceLink
KCSourceLink connects aspiring and existing business owners to a network of hundreds of business-building organizations in the bistate 18-county Kansas City region. Our mission is to help small businesses thrive by providing easy, free (yes!) one-stop access to needed resources.

That is why KCSourceLink should be your first stop when you’re ready to start or grow a business—and why you should stop back often.

THREE SOFTWARE LINE
Follow this line if you have a brick-and-mortar business. These companies have employees, need operations support and are typically focused on sales. Other challenges include cash flow and funding.

LIME: MICROENTERPRISE LINE
Companies in this category require little capital to launch. Most are focused around the owner’s personal expertise, and they may not require a physical location. Many online businesses and solopreneurs also fall into this group.

PURPLE: SECOND STAGE LINE
Second-stage firms have enough employees to exceed the comfortable control span of one owner and benefit from adding professional managers. A business typically enters second stage when it approaches $1 million in total receipts, and that business can be in any industry.

GREEN: MONEY LINE
From inception to expansion, the Money Line takes you through the Kansas City resources that help fund businesses, from equity to debt and every step in between.

WHAT IS YOUR BUSINESS STAGE?
STAGE 1: INCEPTION/IDEA
You have a business idea, but you haven’t developed a plan. At this stage, you learn how to turn your dream into a real-life business—and who in your region can help.

STAGE 2: MARKET INTRO
You’ve validated your idea, and you know you have a market. Now, you’re ready to develop your product, enter the market and get your first customers. To get there, you’ll need to test your concept, market your product or service and distribute to your customers.

STAGE 3: ROLLOUT
You have a business model, a proven value proposition, operations processes that work and customers. Congratulations! You’re fine- tuning your business operations, growing your professional network, maybe even looking for additional capital, all so you can keep the momentum going.

STAGE 4: GROWTH/EXPANSION
You have an established business and are generating a consistent flow of income. It’s been a whirlwind of a ride, and you’re ready to kick things up a notch. You’re hiring more employees, expanding your workspace and want to reach more markets, whether it’s locally or exporting globally.

ADDITIONAL RESOURCES
Astekins on the Resource Rail™ refer to these additional resources.

LIBRARIES/RESEARCH
County Economic Research Institute
Kansas City, Kansas. Public Library
Kansas City, Missouri. Library
Mid-America Regional Council
Square One Small Business Services
Mid-Continent Public Library

BUSINESS MEMBERSHIP ORGANIZATIONS
Better Business Bureau of Greater Kansas City
Brookside Business Association
Central Exchange
Downtown Kansas City
J.C. Penny Exchange of Kansas City
JC Data-Driven Marketing Association (KCDMA)
KC International Association of Business Communicators
KC Tech Council
National Association of Women Business Owners
North Kansas City Business Council
Southtown Council
Waldo Area Business Association

CHAMBERS OF COMMERCE
American Chamber of Commerce of Kansas City
Banor Chamber of Commerce
Belton Chamber of Commerce
Blue Springs Chamber of Commerce
Bomber Springs - Edwards Area Chamber of Commerce
Excelsior Springs Area Chamber of Commerce
Gardner Edgerton Chamber of Commerce
Gladstone Area Chamber of Commerce
Gladstone Area Business and Economic Development Council
Greater Kansas City Chamber of Commerce
Harrisonville Area Chamber of Commerce
Heartland Black Chamber of Commerce
Hispanic Chamber of Commerce of Greater Kansas City
Independence Chamber of Commerce
Kansas City, Kansas Chamber of Commerce
Kansas City, Kansas Women’s Chamber of Commerce
Kansas City, Kansas Women’s Chamber of Commerce
Kearney Chamber of Commerce
Leavenworth-Lansing Area Chamber of Commerce
Leavenworth Chamber and Economic Development Council
Lake Summit Chamber of Commerce
Lenexa Chamber of Commerce
Liberty Area Chamber of Commerce
Mid-America LGBT Chamber of Commerce
Northeast Johnson County Chamber of Commerce
Northland Regional Chamber of Commerce
Olathe Chamber of Commerce
Overland Park Chamber of Commerce
Pawnee Chamber of Commerce
Parkville Area Chamber of Commerce
Platte City Area Chamber of Commerce
Raytown Area Chamber of Commerce
RiverSide Area Chamber of Commerce
Shawnee Chamber of Commerce and Economic Development Advisory Council
Smithville Area Chamber of Commerce
South Kansas City Chamber of Commerce
Spring Hill Chamber of Commerce
Weston Chamber of Commerce

FINANCIAL OPPORTUNITY CENTERS
Community Services League
Guadalupe Centers
Metropolitan Lutheran Ministry
Prosperity Center for Financial Opportunity
Women’s Employment Network

ECONOMIC DEVELOPMENT CORPORATIONS AND COUNCILS (EDCS)
BioNexus KC
City of Blue Springs
City of Blue Springs, Missouri
City of Burlington
City of Burlington, Missouri
City of Excelsior Springs
City of Excelsior Springs, Missouri
City of Peculiar
City of Peculiar, Missouri
City County Economic Development Council
Economic Development Corporation of Kansas City
Gladstone Economic Development Department
Glen Valley Partnership
Hispanic Economic Development Corporation
Independence Council for Economic Development
Johnson County, Missouri, Economic Development Corporation
Kansas City Area Development Council
K C SmartPort
Leavenworth County Development Corporation
Leavenworth Main Street Program
Lee’s Summit Economic Development Council
Liberty Economic Development Corporation
Martin City Community Improvement District
Miami County Economic Development Division
Missouri Department of Economic Development
KC Area
Olathe Economic Development Council
Overland Park Economic Development Council
Parkerville Economic Development Council
Platte County Economic Development Council
Raytown City Economic Development Corporation
SB & HUBZone Program – Kansas City
Southwest Johnson County Economic Development Corporation
Wynwood Economic Development Council

REGISTRATION, LICENSES AND PERMITS
City of Independence
City of Kansas City, Missouri (KC BizCare)
Kansas Department of Agriculture
Kansas Department of Commerce: Business and Community Development
Kansas Department of Revenue
Kansas Insurance Department
Kansas Secretary of State
Missouri Department of Agriculture
Missouri Department of Health and Senior Services
Missouri Department of Labor and Industrial Relations
Missouri Department of Natural Resources
Missouri Department of Revenue
Missouri Department of Social Services
Missouri Division of Professional Registration
Missouri Secretary of State, Kansas City Branch Office
Unified Government of Wyandotte County/ Kansas City, Kansas, Economic Development Department

SBA-BACKED LOANS
EDC Loan Corporation of Kansas City
Frontier Financial Partners
Heartland Business Capital
Midwest Business Finance
Mo-Kan Regional Council
RMI Inc.
Wakasaka Valley Development

SBDGs/PTACs
Johnson County Community College
Kansas State - Johnson County Community College
MO PTAC – University of Missouri-Kansas City
SBA procurement programs for disadvantaged businesses
SBA procurement programs for small businesses
University of Missouri-Kansas City

GET HELP FOR YOUR BUSINESS. GET YOUR PERSONAL ACTION PLAN.
VISIT kcsourcelink.com/myplan
CALL 816-235-6500

Ready to turn your side hustle into a small business? Or maybe you want to grow what you’ve started into something bigger? Or perhaps you’re looking for capital, investors, mentors or just inspiration.

KCSourceLink is your first stop and your connection to entrepreneurship in Kansas City.

HOURS OF SERVICE
BUSINESS DAYS 8 a.m. – 5 p.m.
HOTLINE 816-235-6500
EMAIL info@kcsourcelink.com
GUIDES, TIPS AND STORIES www.kcsourcelink.com
KCSourceLink’s services are always free.

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