

WE CREA+E

Making KC America's Most
Entrepreneurial City: Year 2



KCSourceLINK.

A man and a woman, Max and Liliana Younger, are standing in a workshop. The man is on the left, wearing a red and blue plaid shirt, and the woman is on the right, wearing a light blue button-down shirt. They are both smiling. The woman is holding a white, modern-looking crutch. In the background, there are shelves with various tools and equipment, and a 3D printer is visible on a workbench.

Max and Liliana Younger
Kansas City, Missouri | Innovation-Led

MOBILITY DESIGNED

Because of multiple knee surgeries and an eventual amputation, Max Younger's dad has been on and off crutches for most of his life. Max and his wife Liliana, both industrial designers, knew they could design a better solution—a crutch that allows for more comfort and mobility. But they didn't know how to take their revolutionary idea to market.

With the help of **UMKC E-Scholars** and **Whiteboard2Boardroom**, a first-place win in the 2015 Regnier Venture Creation Challenge and funding from **Missouri Technology Corporation's** IDEA funds, Mobility Designed is making confident strides toward commercialization.

wecreatekc.com/mobilitydesigned

WE CREATE:
MOMENTUM

A red geometric line art graphic in the bottom right corner, consisting of interconnected lines forming a network of triangles and polygons.

WE CREATE KC

MAKING KANSAS CITY AMERICA'S MOST ENTREPRENEURIAL CITY: YEAR 2

It's not about what's happened. **It's about what's next.**

We're not a city that rests on rankings or laurels, although we've received plenty of nice ones in the past year. (Turn the page to see just a few.)

Kansas City is a city of movers, doers and makers, and we're ready to light the world with our ideas and innovations.

We're ready to become America's most entrepreneurial city.

To achieve that vision, we have work to do. Kansas City is rich in resources to help emerging and existing businesses grow; however, we need to better organize

our available pool of capital and tap the assets of our large corporations and educational institutions to support our entrepreneurs.

We—entrepreneurs and entrepreneurial organizations, governments and universities, investors and cheerleaders—need to come together to fuel the entrepreneurial engine that will drive new capital, new talent, new jobs and new recognition to Kansas City.

Take the next steps with us.

Now in its second year, *We Create KC* continues to tell the story of Kansas City entrepreneurship and how the KCSOURCELINK Network connects entrepreneurs to business-building resources, grooms next-gen talent, improves access to capital, helps shepherd ideas to commercialization and engages corporations.

In these pages, we set benchmarks to measure our progress toward becoming America's most entrepreneurial city and we share how Kansas City entrepreneurs—Main Street businesses and innovation-led companies,

second-stage firms and microenterprises—are all coming together to help make our city dynamic and our economy stronger.

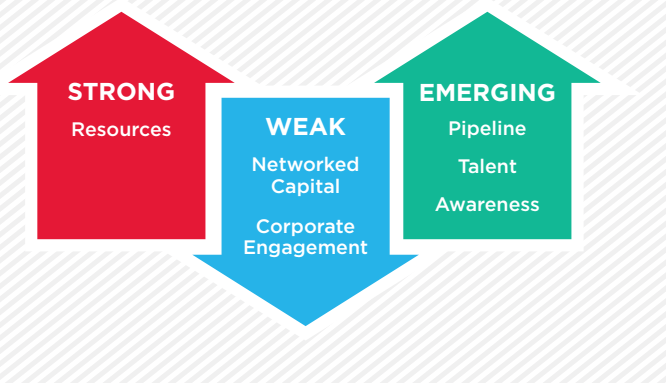
And we're making progress.

In this past year, we've mapped an action plan to organize capital and make it more accessible to entrepreneurs. More corporations are developing programs to mentor startups and solicit their ideas. We're developing the talent to help take big ideas to market. We're connecting startups and small businesses to resources that can increase their chances of survival and success.

You create KC.

Join the momentum. Make something. Attend something. Learn something. Invest in something. Start something.

Raise your voice and rally your network . . . because only together do **We Create KC.**



WE CREATE EXCITEMENT

KANSAS CITY IS A CITY OF ENTREPRENEURS.
AND THE WORLD IS TAKING NOTE.

#1

**City to Keep
on Your Radar**
Huffington Post

**City All
Twenty-somethings
Should Pick Up
and Move To**
BuzzFeed

City for Women in Tech
SmartAsset

Best City for Jobs
CBS News

#2

#3

America's Favorite Cities
Travel + Leisure

City for Food Snobs
Travel + Leisure

Hot Startup City
Entrepreneur Magazine

#4

TOP 5

**City for Entrepreneurs
Worldwide**
*Global Entrepreneurship
Congress' Cities Challenge*

TOP 7

Startup City

*Timothy Sprinkle's Screw the Valley:
A Coast-to-Coast Tour of America's
New Tech Startup Culture*

#10

Top City for Creatives
Huffington Post

#12

**High-Tech City You'll
Want to Call Home**
PCMag Digital Group

+ Mapping Entrepreneurial Density

Entrepreneurial density maps show those companies that have hired their first employee. Data comes from the Quarterly Census of Employment and Wages for Kansas and Missouri. Missouri data may be underreported due to incomplete address information.

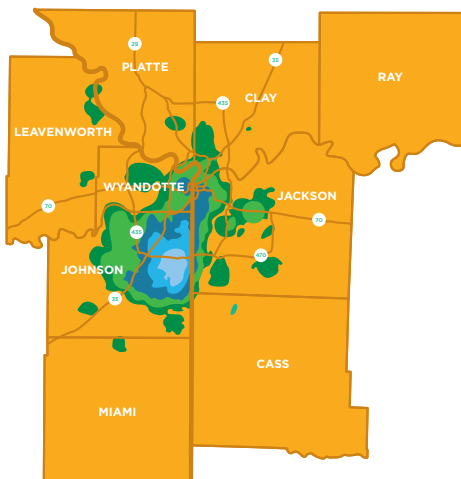
WHERE ARE NEW COMPANIES FORMED?



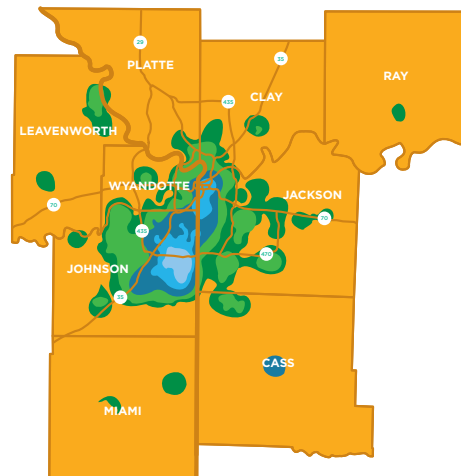
COMPANIES WITH FIRST EMPLOYEES PER SQUARE MILE



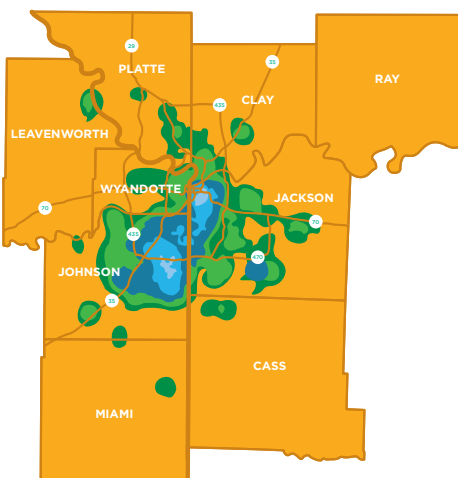
FOURTH QUARTER 2013



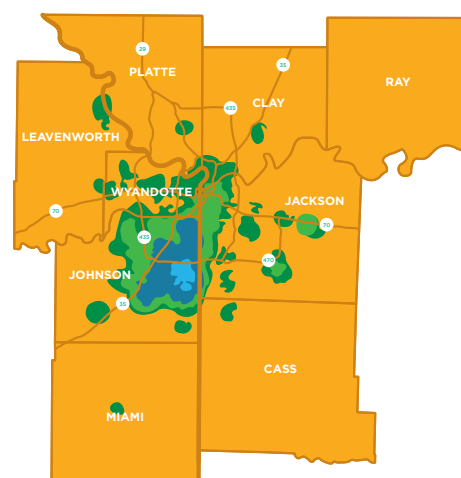
FIRST QUARTER 2014




SECOND QUARTER 2014



THIRD QUARTER 2014



Source: Data compiled by UMKC Center for Economic Information, 2014 data

A full-page photograph of Earnstin Sanders, a Black man with glasses, smiling and standing next to a yellow lawnmower. He is wearing a bright green polo shirt with a small 'es' logo on the chest and khaki pants. The background is a blurred outdoor setting with green trees and a building. In the top right and bottom right corners, there are decorative teal geometric line patterns.

Earnstin Sanders

Kansas City, Missouri | Microenterprise

E-SAND

LAWN SERVICE AND PROPERTY PRESERVATION

Earnstin Sanders started E-Sand Lawn Service and Property Preservation with just \$65. His business grew quickly and soon he needed help with cash flow to hire employees and buy new equipment. The problem: he didn't have the credit score to get a loan.

Earnstin found the **Justine PETERSEN Microloan Program**, which helped him improve his credit score and grow his business with two microloans totaling \$15K. And now his grass—and his credit score—are greener.

wecreatekc.com/esandlawn

WE **CREATE+:**
CAPITAL

+ Investing in the KC Region

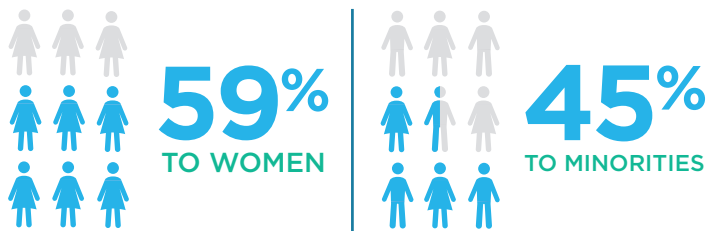
Microloans are a key component in the funding continuum, allowing businesses that don't qualify for bank loans to access the capital they need for growth and set themselves on the path to becoming "bankable."

KC REGIONAL MICROLOAN PROGRAM

▲ LAUNCHED IN 2012 ▲



262 LOANS, WITH AN AVERAGE LOAN SIZE OF \$11,000



RESULTING IN APPROXIMATELY

800 JOBS

WITH A DEFAULT RATE



For more information on microloans, see wecreatekc.com/capital

Source: Justine PETERSEN. The KC Regional Microloan Fund is operated by Justine PETERSEN in partnership with OneKC for Women, the KCMO CDE, the city of Kansas City, MO KC BizCare Center and other partners. Jobs extrapolated from national statistics, based on number of loans. 2012-2014.

HOW MUCH CAPITAL DO ENTREPRENEURS SEEK?

\$10,000

TYPICAL STARTUP CAPITAL FOR SMALL BUSINESSES

\$80,000

TYPICAL STARTUP CAPITAL FOR HIGH-TECH COMPANIES, WITH FINANCING USUALLY COMING FROM A COMBINATION OF DEBT AND EQUITY

51%

OF FUNDING FOR SMALL BUSINESSES COMES FROM LOANS

7%

OF FUNDING FINANCED BY CREDIT CARDS

4%

OF STARTUPS SEEK ANGEL OR VENTURE CAPITAL

\$0

AMOUNT OF STARTUP CAPITAL FOR ABOUT ONE-THIRD OF NEW NON-EMPLOYERS AND 12% OF EMPLOYERS STARTUPS

Source: U.S. Small Business Administration

Callie England

Kansas City, Missouri | Microenterprise

RAWXIES

Callie England's advice for entrepreneurs: don't go after funding until you're ready. For Callie, that meant generating revenue.

She vetted Rawxies on the West Coast, but soon discovered she was pulling in more sales from an undersaturated Midwest market hungry for her vegan treats. In 2013, she moved Rawxies back to Kansas City and was soon ready for investors. With angel funding from the **Women's Capital Connection** and **Mid-America Angels** along with her fellowship in **Pipeline**, Callie is well poised to bring her foxy brand of raw food to the masses.

wecreatekc.com/rawxies

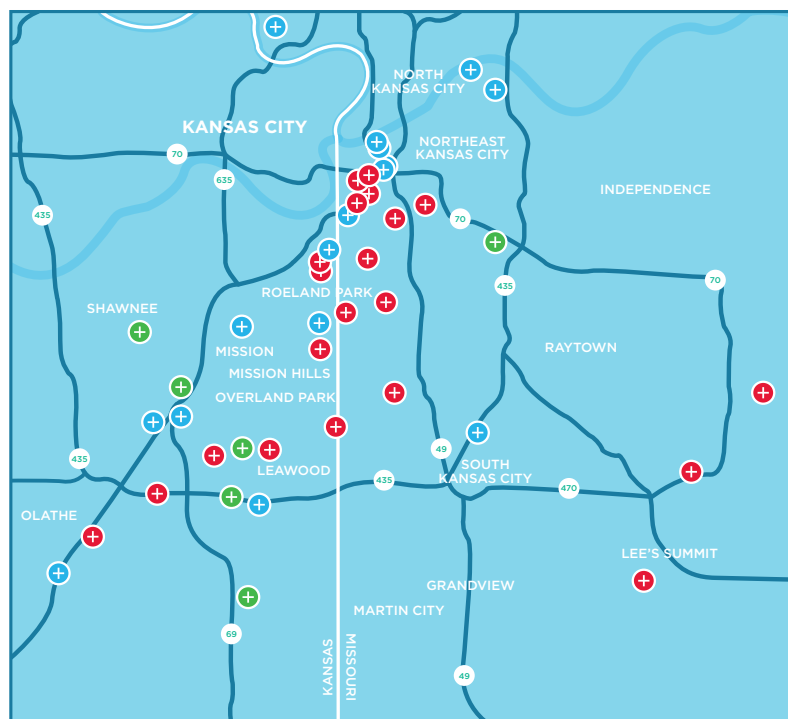
WE CREATE:
CAPITAL

+ Investing in the KC Region

WHERE ARE PRESEED, SEED AND SERIES A INVESTMENTS GOING?

Preseed funding helps young companies develop proof of concepts. Seed investments help take a company from proof of concept to market, build a user base and begin scaling. Series A lifts the company to the next level.

In 2014, most of the companies that received preseed funding were located in Missouri; seed and Series A skewed toward Kansas. Changes in Kansas programming and underutilization of Missouri Technology Corporation funds create a gap in seed funding in the Kansas City area.



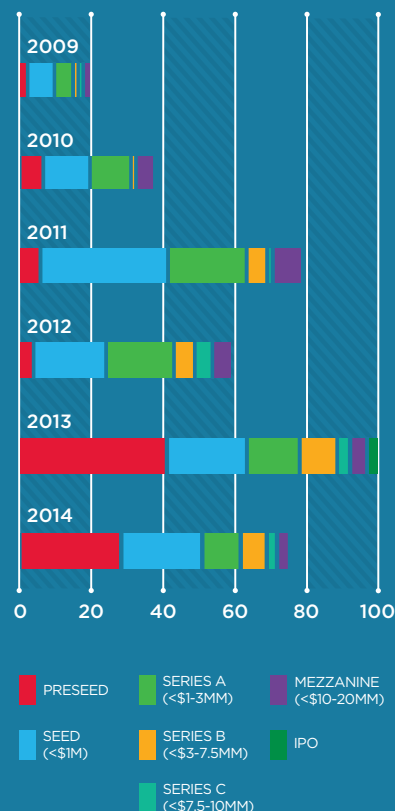
+ PRESEED **+ SEED** **+ SERIES A**

For more information on equity investments, see wecreatekc.com/capital

HOW IS EQUITY GROWING IN KC?

The number of deals in the KC region has increased as a whole since 2009. The increase in preseed funds in 2013-2014 is due to the entrance of accelerators in the community and the establishment of the Digital Sandbox KC, a proof-of-concept program.

NUMBER OF DEALS BY SERIES BY YEAR // 2009-2014





Mary Kay O'Connor
Kansas City, Missouri | Innovation-Led

PATIENTSVOICES

In the fall of 2014, Mary Kay O'Connor had taken PatientsVoices™ as far as she could. Aimed at helping convert patient feedback into health care data that hospitals could then use to improve patient satisfaction and increase Medicare reimbursement, PatientsVoices needed funds to develop and commercialize its technology.

With help from the **UMKC Small Business and Technology Development Center** and the **KU Bioscience and Technology Business Center**, Mary Kay landed a coveted Small Business Innovation Research (SBIR) Phase I grant for \$150K. Currently, PatientsVoices' technical team is refining the prototype and will apply for SBIR Phase II funding, which could bring up to \$1MM to help hospitals improve patient care.

wecreatekc.com/patientsvoices

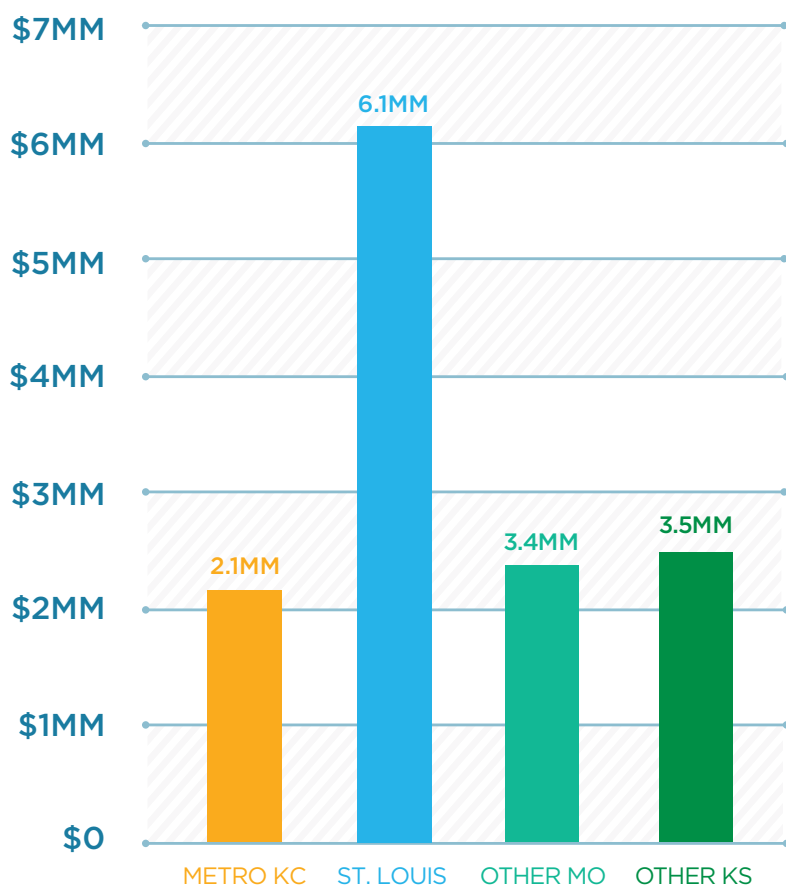
WE CREATE:
CAPITAL

+ Investing in the KC Region

HOW DO KC'S SBIR AWARDS COMPARE TO OTHER REGIONS?

Funds that can move concepts to a point where they can be validated by the market are an important part of the capital continuum. Federal agencies provide some of the very few grants available for early-stage and established companies through the Small Business Innovation Research (SBIR) program. Missouri and Kansas generally do not take full advantage of SBIR funding, ranking at 28th and 39th nationally. Digging deeper, Kansas City lags behind other Missouri and Kansas regions in garnering SBIR grants.

5-YEAR AVERAGE, 2010-2014



Source: SBIR-STTR website, 2010-2014

WHO SUPPORTS EARLY-STAGE COMPANIES IN KANSAS CITY?

- + **UMKC SMALL BUSINESS AND TECHNOLOGY DEVELOPMENT CENTER**
provides training and counseling to help entrepreneurs apply for SBIR grants.
- + **DIGITAL SANDBOX KC**
provides up to \$20K per company in proof-of-concept grants/resources.
- + **SPRINT ACCELERATOR**
provides up to \$18K in seed funding and \$100K in convertible debt in exchange for equity for 10 startups each year.
- + **SPARKLABKC**
offers \$6K per founder in exchange for equity for 10 startups it invites to its in-residence program.
- + **THINK BIG ACCELERATOR**
offers a six to nine month program, providing \$18K to \$50K in exchange for equity.
- + **INDIEGOGO AND KICKSTARTER**
helped 24 KC area startups in 2014 rally support and more than \$630K in funding.
- + **BETABLOX**
provides free mentoring services, boot camp and office space in return for a small equity stake.
- + **LAUNCHKC**,
started in 2015, is a national grants competition in partnership with Missouri Technology Corporation and the Kansas City Downtown Council that will award up to 10 \$50K grants to early-stage tech ventures.

Source: KCSOURCELINK's We Create Capital action plan



Matt Condon

Overland Park, KS | Innovation-Led

BARDAVON

\$36 million—most would call that a successful exit. For Matt Condon, selling part of ARC Physical Therapy+ opened a door to yet another role he could play in transforming health care and growing the Kansas City economy.

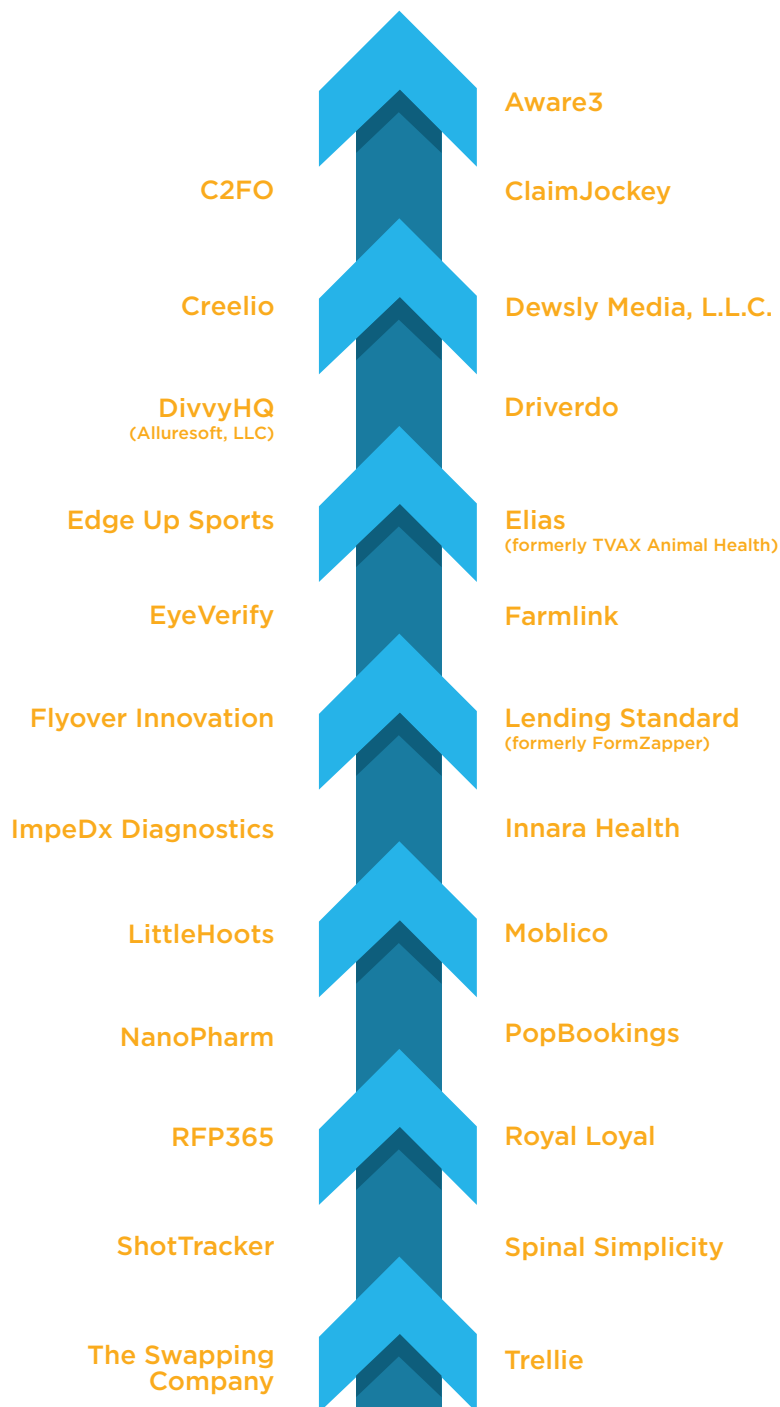
Bardavon Health Innovations, his newest company, develops and implements health care technology that focuses on transparency and outcomes. Courted by the coasts, Matt decided early in Bardavon's life cycle to grow it in Kansas City and initially fund it with KC investors. Today, Bardavon's solution is in 22 states and has attracted additional VC funds, but is headquartered and ready to disrupt health care right from our own backyard.

wecreatekc.com/bardavon

WE **CREATE**:
ENTREPRENEURS

+ KC Company Watch List

Keep an eye on these KC companies—they look to be going someplace. This list includes companies that were funded for preseed through Series B in 2013 and raised at least one other round of funding through 2014.



Source: Various public sources and private databases, 2014

WHO ARE OUR ENTREPRENEURS?

BUSINESS SECTOR

| | |
|---------------------------------------|-----|
| INFORMATION/COMMUNICATION TECHNOLOGY | 16% |
| FOOD OR RESTAURANT | 15% |
| EDUCATION | 12% |
| HEALTH | 11% |
| FINANCIAL SERVICES | 9% |
| TECHNICAL ASSISTANCE SERVICES | 8% |
| HOUSING DEVELOPMENT | 7% |
| INFRASTRUCTURE/FACILITIES DEVELOPMENT | 6% |
| CULTURE | 6% |
| SUPPLY CHAIN SERVICES | 3% |
| AGRICULTURE | 3% |
| ENERGY | 3% |
| TOURISM | 2% |
| WATER | 1% |

STAGE OF BUSINESS

| | |
|--|-----|
| IDEA | 7% |
| ACTIVE DEVELOPMENT (PRE REVENUE) | 20% |
| DEPLOYED PRODUCT/SERVICE (PRE REVENUE) | 13% |
| GENERATED REVENUE | 23% |
| PROFITABLE | 33% |
| NO RESPONSE | 5% |

COMPANY REVENUES

| | |
|-----------------------|-----|
| NONE | 22% |
| \$10,000 OR LESS | 19% |
| \$10,001-\$25,000 | 9% |
| \$25,001-\$50,000 | 6% |
| \$50,001-\$100,000 | 13% |
| \$100,001-\$500,000 | 11% |
| \$500,001-\$1,000,000 | 5% |
| \$1,000,000 OR MORE | 8% |
| NO RESPONSE | 8% |

Source: KC Entrepreneurship Survey, 2015 (94% confidence level, 5% margin of error)

Christina Sternberg
SVP of Corporate Strategy and Communications
Leawood, Kansas

AMC THEATRES

AMC Theatres has a proud history of innovating movie-going. Always on the lookout for new inspiration, AMC enthusiastically (and strategically) sought opportunities to collaborate with the innovative ingénues of the **Kansas City Startup Village**.

Christina Sternberg assembled three AMC associates to scout the village for ideas that could help AMC improve its guest-experience strategy. They brought back five concepts, all currently in development, and tips to help other corporations engage with Kansas City startups.

wecreatekc.com/AMC

WE CREATE:
COLLISIONS



+ The fastest-growing companies in the Kansas City region

In 2015, 41 KC companies were named to the Inc. 5000, an annual list of the fastest-growing private companies in the United States. The Inc. 5000 is ranked according to percentage revenue growth over a four-year period.



| Rank | | Growth (since 2012) |
|------|------------------------------|---------------------|
| 4087 | 24/7 Express Logistics | 70% |
| 1488 | Affinity Group Management | 276% |
| 1315 | American Consultants | 315% |
| 3482 | Apple Bus Company | 92% |
| 1058 | Avenue Link | 407% |
| 638 | Chelsoft Solutions Co. | 722% |
| 3243 | DEG | 104% |
| 4296 | Dimensional Innovations | 63% |
| 3443 | eSolutions | 94% |
| 3679 | FishNet Security | 85% |
| 476 | FoodLinks | 976% |
| 3258 | Heatron | 103% |
| 1300 | IntelliFarms | 320% |
| 1376 | Lifestyle Publications | 302% |
| 4528 | MySmartPlans | 57% |
| 4960 | Object Technology Solutions | 44% |
| 592 | Pendo Management Group | 778% |
| 1936 | Platinum Realty | 204% |
| 4545 | Polsinelli PC | 57% |
| 4347 | Proforma Promotionally Yours | 62% |
| 2413 | ProPharma Group | 156% |

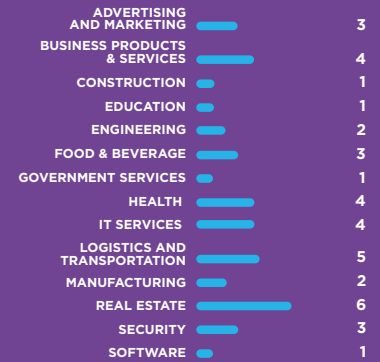
| Rank | | Growth (since 2012) |
|------|---------------------------------|---------------------|
| 2636 | Propio Language Services | 140% |
| 2066 | ReTouch Design-Build-Renovate | 191% |
| 2729 | Rhythm Engineering | 133% |
| 3272 | Riley Drive | 103% |
| 4516 | Rosnet | 57% |
| 1044 | Safe Haven Security Services | 415% |
| 580 | Sainstore | 795% |
| 314 | Side by Side Stuff | 1487% |
| 803 | SleepSafe Drivers | 553% |
| 431 | Solomon Consulting Group | 431% |
| 2262 | Summit Custom Homes | 172% |
| 4086 | Team Drive-Away | 70% |
| 1649 | Titan Protection and Consulting | 247% |
| 250 | Title Boxing Club | 1775% |
| 411 | Turn the Page Online Marketing | 1153% |
| 4609 | TrippNT | 54% |
| 2367 | United Real Estate Group | 161% |
| 4845 | Velociti | 48% |
| 2859 | VeriShip | 125% |
| 1397 | Worcester Investments | 296% |

Source: Inc. Magazine, data compiled by KCSOURCELINK

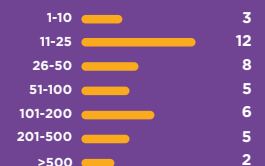
KANSAS CITY'S INC. 5000



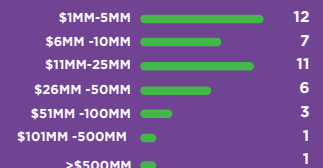
BY INDUSTRY



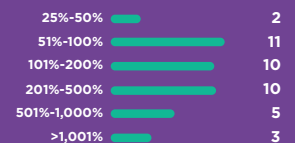
BY # OF EMPLOYEES



BY REVENUE



BY GROWTH





Madison Nasteff
Liberty, Missouri

NORTHLAND CAPS

Manufacturing engineering—Madison Nasteff didn't even know that was a “thing” until she was accepted into Northland Center for Advanced Professional Studies. Now, she's considering it as a career.

Through **Northland CAPS**, Madison, a 2015 graduate of Liberty High School, was immersed in an innovative education that deepened a love of engineering that started with LEGO blocks, flourished when she took home the Pioneer in Science Award at the 2014 Greater Kansas City Science & Engineering Fair and continued with an internship at Kellogg's Snacks in Kansas City, Kansas. Before she even starts college, Madison has already begun engineering her dream career.

wecreatekc.com/northlandcaps

WE CREATE:
TALENT

+ Grooming Next-Gen Talent

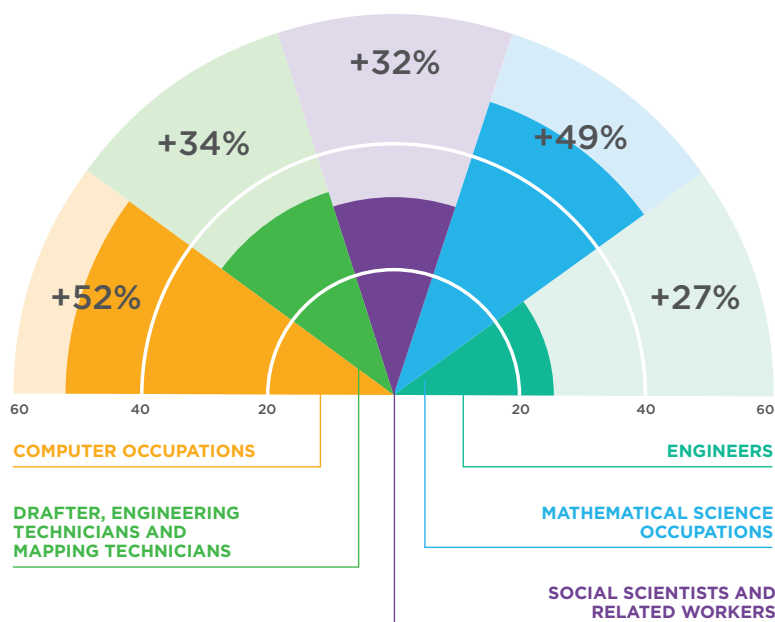
The demand for Science, Technology, Engineering and Math (STEM) talent is high in Kansas City—and it's projected to grow over the next 10 years. The availability of talent to drive startup and growth companies is a key focus area to make Kansas City America's most entrepreneurial city.

60,079 STEM JOBS IN 2015

7% ABOVE NATIONAL AVERAGE

WHICH STEM JOBS ARE IN DEMAND IN KC?

JOB POSTING INCREASES IN KC, 2014-2015

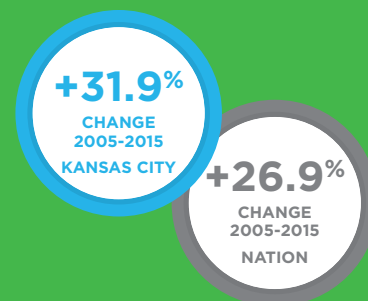


*For eight occupations: computer occupations; engineers; drafters, engineering technicians and mapping technicians; life, physical and social science technicians; mathematical science occupations; life scientists; physical scientists; and social scientists and related workers.

Source: EMSI Q2 2015 Data Set; Occupation Overview and Job Posting Analytics STEM Occupations in Kansas City, MO-KS, Mid-America Regional Council

DEMAND FOR STEM JOBS IS HIGH ... AND GROWING

Outlook for STEM jobs is on the rise from 2005 to 2025.




About 2,000 openings go unfilled each month.



WHICH SKILLS ARE IN DEMAND?*

% of postings with skill

| | |
|------------------------|-----|
| COMMUNICATION | 49% |
| SOFTWARE | 40% |
| PROJECTS | 35% |
| DESIGN | 31% |
| SCIENCE | 28% |
| SYSTEMS | 28% |
| TECHNOLOGY | 28% |
| INFORMATION TECHNOLOGY | 27% |
| TESTING | 27% |
| COMPUTERS | 26% |
| DOCUMENTATION | 21% |



Raul and Miriam Villegas
Kansas City, Kansas | Main Street and Second Stage

EL PADRINO

APPAREL AND SOCCER NATION

Siblings Raul and Miriam Villegas aren't shy about going after big goals, but they also know you need a strong team to reach them.

Named the 2015 **KCK Chamber Small Business of the Year**, a graduate of **ScaleUP! Kansas City's** inaugural class and the 2014 Sporting KC Club of the Year, El Padrino has leveraged Kansas City's business-building resources and the support of its growing community to turn its soccer apparel store and indoor soccer league into fields of dreams.

wecreatekc.com/elpadrino

WE CREATE:
CONNECTIONS

+ KCSOURCELINK Facts

NETWORK ACCESS

Through our hotline and website, KCSOURCELINK connects KC entrepreneurs and small business owners to the right resource for their business' stage, industry and challenge.

2,320
calls + emails
for small business help

3,792
referrals to our
Resource Partners,
organizations in
our network that provide
business-building services

5,147
online searches
using The Resource Navigator®,
an online and interactive
resource portal

177,733
web visits
to kcsourcelink.com

NETWORK STRENGTH

Small business owners and entrepreneurs reach out to KCSOURCELINK and our network of 240+ Resource Partners when they need help starting or scaling their businesses.

98%
CLIENT
SATISFACTION

WHAT DO ENTREPRENEURS DO AFTER THEY TALK TO KCSOURCELINK?

16%

decided to go
into business

28%

solved an
operational problem

20%

improved business
operations

13%

actually started
a business

7%

increased sales

3%

decided not to
go into business

7%

expanded
operations

17%

made significant
changes in the
nature of their
business

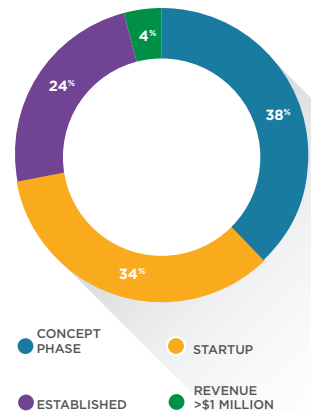
10%

made significant
changes in the nature
of their markets

TOP REQUESTS FOR HELP

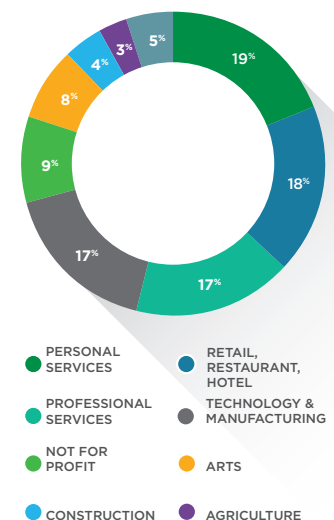
BY BUSINESS STAGE

72% of entrepreneurs who reach out to KCSOURCELINK need resources to help start their businesses.



BY INDUSTRY

Just over half of entrepreneurs classify themselves as service-based businesses. These include child/healthcare, restaurants, hotels and retail businesses.



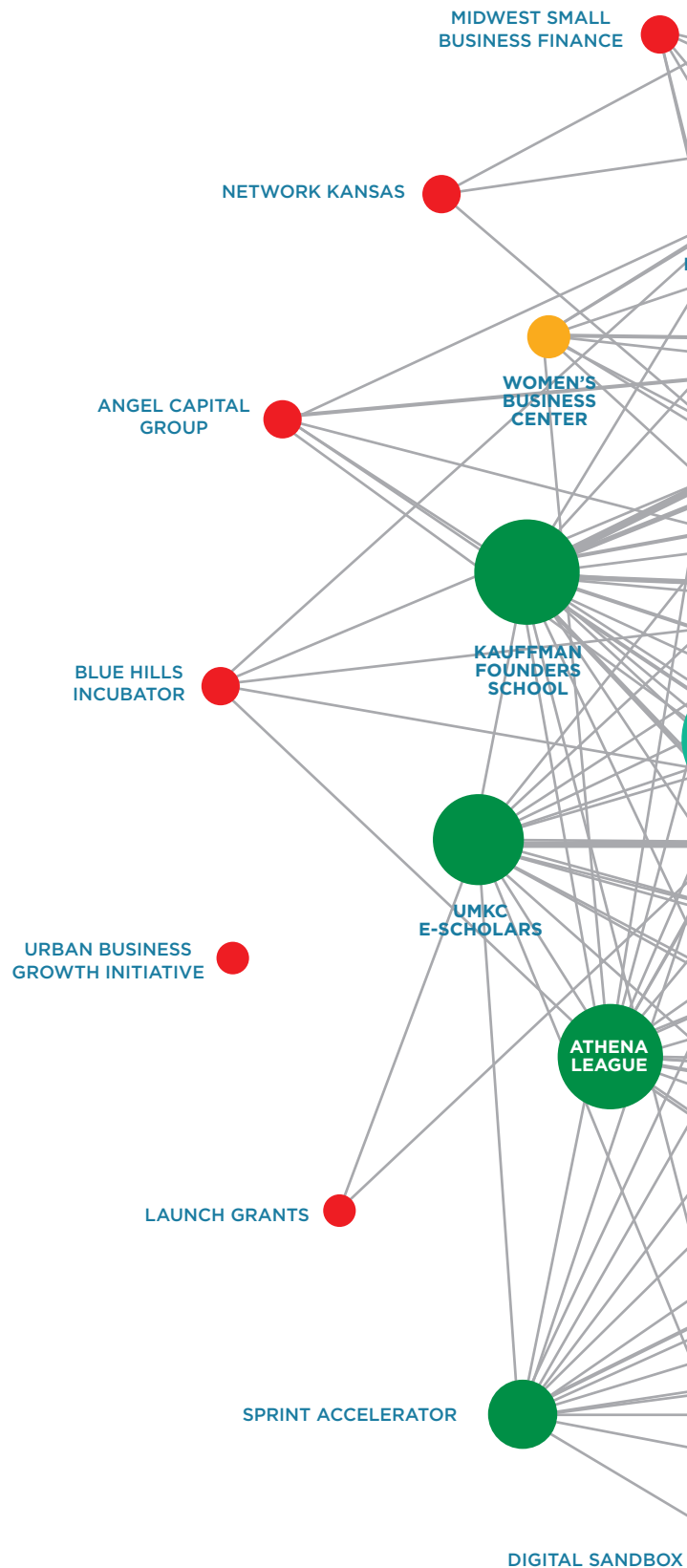
Source: KCSOURCELINK, July 1, 2014-June 30, 2015 and The Resource Navigator® data collection

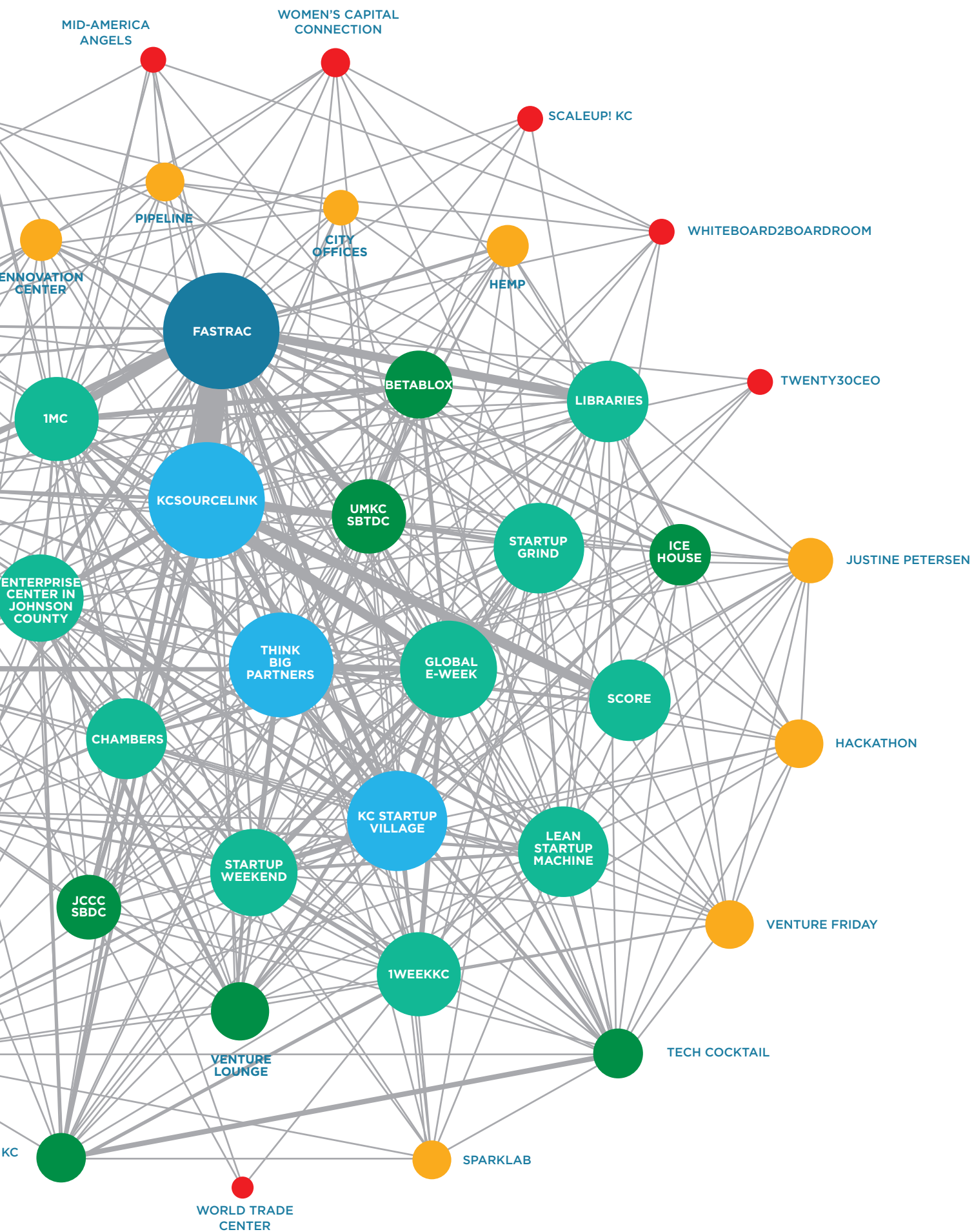
+ Connecting the Entrepreneurial Community

The more connected a community is, the more vibrant, resulting in increased resources, capital and success. KCSOURCELINK conducted a survey in June of 2015 to determine the connectivity of the Kansas City entrepreneurial community and get a snapshot of entrepreneurs and business owners.

The chart at right highlights the connectivity of the entrepreneurial resource partner community. Survey respondents were asked what resources they used to help them start and grow businesses. Large nodes indicate those that were mentioned frequently. Connections indicate if an entrepreneur reached out to more than one resource. The thicker the line between two organizations, the more times entrepreneurs indicated they used both resources.

Source: KC Entrepreneurship Survey, 2015; sample size 332
(94% confidence level, 5% margin of error)







+ KCSOURCELINK Resource Partners

www.kcsourcelink.com

Business Planning & Training

Artist INC
Craig School of Business — Center for Entrepreneurship
Enterprise Center in Johnson County
Entrepreneurship.org
The Family Conservancy
FastTrac®
Francis Institute for Child and Youth Development
Ice House Entrepreneurship Program
GoTopeka | Entrepreneurial and Minority Business Development
Johnson County Community College
Entrepreneurship Program
Kansas City Direct Marketing Association (KCDMA)
K-State Center for the Advancement of Entrepreneurship
Kauffman Founders School
KC IABC
KC SmartPort
K-State Research and Extension — Johnson County
MCC — Institute for Workforce Innovation
MNU — Entrepreneurial Leadership Project
Prosperity Center for Financial Opportunity
SBA — Kansas City District Office
SCORE — Kansas City
Small Business and Technology Development Centers
— Clay County Extension, Jackson County Extension,
NWMSU-St. Joseph, UCM and UMKC
Small Business Development Center at JCCC
Social Media Club of Kansas City
Social Security Administration
Veterans Business Resource Center
Women's Business Center
Workforce, Career and Entrepreneurship Center

+ ENTERPRISE CENTER IN JOHNSON COUNTY CELEBRATES 20 YEARS WITH A NEW OFFICE AND BRAND.

Business Preparedness

American Red Cross: Preparedness, Health and Safety
Federal Bureau of Investigation — Kansas City Division
Freelance Exchange of Kansas City
Information Experience Lab
Inventors Center of Kansas City
Pollution Prevention Institute, Kansas State University
RedTire
Southeast Enterprises
Women's Employment Network
Workforce Partnership

Economic Development

AltCap
Black Economic Union of Greater Kansas City
Blue Springs Economic Development Corporation
Clay County Economic Development Council
Economic Development Corporation of Kansas City, MO
Gladstone Economic Development Department
Harrisonville Economic Development
Hispanic Economic Development Corporation
Independence Economic Development Council
Johnson County Missouri Economic Development Corporation
Kansas City Area Development Council
Leavenworth County Development Corporation
Leavenworth Main Street Program, Inc.
Lee's Summit Economic Development Council
Liberty Economic Development Corporation
Martin City Community Improvement District
Miami County Economic Development Department
Olathe Economic Development Council
Overland Park Economic Development Council
Parkville Economic Development Council
Platte County Economic Development Council
Raytown Office of Economic Development
SBA HUBZone Program — Kansas City
Shawnee Economic Development Council
Southwest Johnson County Economic Development Corporation
Wyandotte Economic Development Council

+ STARTLAND NEWS LAUNCHES TO SHARE STORIES OF KC INNOVATION.

Financial Providers

Angel Capital Group
C3 Capital
CC Capital Advisors
EDC Loan Corporation of Kansas City
Five Elms Capital
Frontier Financial Partners
Great Range Capital
Greater Kansas City LISC
Heartland Business Capital
Invest America Venture Group
InvestMidwest Venture Capital Forum
Justine PETERSEN Microloan Program
Konza Valley Capital
Mid-America Capital Group
Mid-America Angels
Midwest Small Business Finance
Missouri DED, Grow Missouri Fund
Missouri State Treasurer, Linked Deposit Program
Missouri Technology Corporation
MO-KAN Development, Inc.
October Capital
RMI
Show Me Angels
TGP Investments
Wakarusa Valley Development
Women's Capital Connection

Import/Export

International Trade Council of Greater Kansas City, Inc.
Kansas Department of Commerce, Export Assistance
Missouri DED — International Trade and Investment Office
U.S. Department of Commerce/U.S. Commercial Service (U.S. Export Assistance Center)
World Trade Center — Kansas City

+ THE BUNKER KC, A NEW BUSINESS INCUBATOR FOR U.S. VETERANS, OPENS IN THE CROSSROADS.

Incubators, Accelerators and Commercialization

BetaBlox
Blue Hills Contractor Incubator
The Bunker KC
Digital Sandbox KC
The Incubator Kitchen at K-State Olathe
Independence Regional Ennovation Center
KCNext
The Lean Lab
Pipeline Entrepreneurs
SparkLabKC
Sprint Accelerator
Think Big Partners
Whiteboard to Boardroom

Legal

Entrepreneurial Legal Services Clinic at UMKC
Kansas City Volunteer Lawyers & Accountants for the Arts

Life Sciences and Technology

BioKansas
Bioscience & Technology Business Center — KUMC
Bioscience & Technology Business Center — Lawrence
Institute for Industrial and Applied Life Science
Kansas Bioscience Authority
Kansas Bioscience Park
Kansas Bioscience Venture Accelerator
Kansas City Area Life Sciences Institute

+ THINK BIG PARTNERS ANNOUNCES NEW CORPORATE PARTNERS AND OPENS NEW OFFICE SPACE IN THE CROSSROADS.

Manufacturing

Advanced Manufacturing Institute
Mid-America Manufacturing Technology Center
Mid-America Trade Adjustment Assistance Center (TAAC)
Missouri Enterprise — Kansas City

Mentoring

Helzberg Entrepreneurial Mentoring Program
Kauffman Foundation/Khan Academy
Entrepreneurship Series

+ K-STATE OLATHE OPENS A NEW INCUBATOR KITCHEN.

Networking

1 Million Cups
Asian American Chamber of Commerce of Kansas City
Athena League
Basehor Chamber of Commerce
Belton, MO Chamber of Commerce
Blue Springs Chamber of Commerce
Bonner Springs-Edwardsville Area Chamber of Commerce
Brookside Business Association
Central Exchange
Downtown Council of Kansas City
Excelsior Springs Area Chamber of Commerce
Gardner Edgerton Chamber of Commerce
Gladstone Area Chamber of Commerce
Grain Valley Chamber of Commerce
Grandview Chamber & Economic Development Council
Greater Kansas City Chamber of Commerce
Harrisonville Area Chamber of Commerce
Hispanic Chamber of Commerce of Greater Kansas City
Independence Chamber of Commerce
Indo American Chamber of Commerce
Heartland Black Chamber of Commerce
Kansas City Council of Women Business Owners
Kansas City Kansas Area Chamber of Commerce
KCK Women's Chamber of Commerce
Kearney Chamber of Commerce
Leavenworth-Lansing Area Chamber of Commerce
Leawood Chamber of Commerce
Lee's Summit Chamber of Commerce
Lenexa Chamber of Commerce
Liberty Area Chamber of Commerce
Mid-America Gay and Lesbian Chamber of Commerce
Minaret Business Organization
Missouri Arts Council
Missouri Chapter of Women Entrepreneurs of America, Inc.
Missouri Women's Council at MO DED
National Association of Women Business Owners
National Native American Chamber of Commerce — KC Branch
Northeast Johnson County Chamber of Commerce
Northeast Kansas City Chamber of Commerce
North Kansas City Business Council
Northland Regional Chamber of Commerce
Olathe Chamber of Commerce
Overland Park Chamber of Commerce
Paola Chamber of Commerce
Parkville Area Chamber of Commerce
Platte City Area Chamber of Commerce/EDC
Raytown Area Chamber of Commerce
Riverside Area Chamber of Commerce
Shawnee Chamber of Commerce
Smithville Area Chamber of Commerce
South Kansas City Chamber of Commerce
Southtown Council
Spring Hill Chamber of Commerce
St. Joseph Chamber of Commerce
Startup Rewind
Twenty30CEO
UP Global
Waldo Area Business Association
Weston Chamber of Commerce

Nonprofit Business Assistance

Connecting for Good
Midwest Center for Nonprofit Leadership
Nonprofit Connect
Support Kansas City, Inc.

Office Suppliers and Coworking Space

Abnos Property Management
Alphapointe NYC
CEED
Cowork Waldo
DeVry University — Kansas City
FabLab MCC-Business & Technology
Farm to Table Kitchen at the City Market
Hammerspace Community Workshop
Homes for Hackers
Innovation Café
InterUrban ArtHouse
Kansas City Startup Village
OfficePort Crossroads
OfficePort River Market
Plexpod
Surplus Exchange

+ VILLAGE SQUARE, IN THE HEART OF KANSAS CITY STARTUP VILLAGE, OFFERS OFFICE SPACE AND CREATIVE RESOURCES TO ENTREPRENEURS.

Procurement

GSA Office of Small Business Utilization
Kansas Procurement Technical Assistance Center — Kansas City
Missouri Procurement Technical Assistance Center — Kansas City, St. Joseph and Warrensburg
Mountain Plains Minority Supplier Development Council
SBA 8(A) Program
Unified Government of Wyandotte County, KCK

Research & Project Work

Blue Valley CAPS
County Economic Research Institute
H&R Block Business & Career Center/KCMO
Public Library
Johnson County Library
Kansas City Kansas Public Library
Mid-America Regional Council
Mid-Continent Public Library
Missouri Film Office
Northland CAPS

+ SCALEUP! KC, A SELECTIVE PROGRAM FOR GROWTH-ORIENTED BUSINESSES, GRADUATES ITS FIRST COHORT.

Taxes, Permits and Regulations

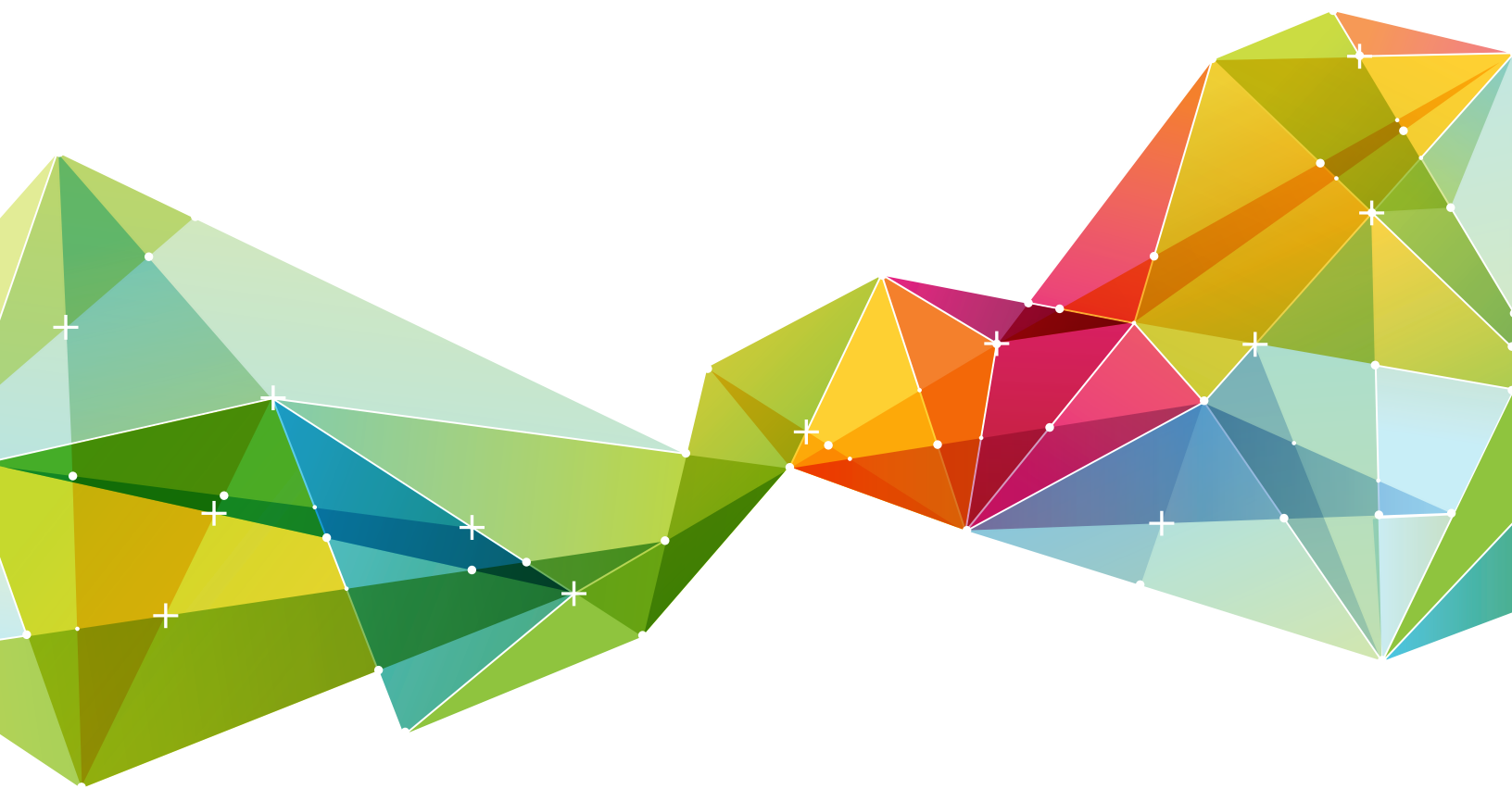
City of Independence, MO
City of Kansas City, MO — KCBizCare
Kansas Department of Agriculture
Kansas Department of Commerce, Business Development Division
Kansas Department of Commerce, Minority & Women Business Development
Kansas Insurance Department
Kansas Secretary of State
Missouri Department of Agriculture
Missouri Department of Economic Development — KC Area
Missouri Department of Labor and Industrial Relations
Missouri Department of Natural Resources
Missouri Department of Revenue
Missouri Dept. of Ins, Financial Inst. and Prof. Registration
Missouri Secretary of State, Kansas City Branch Office

Design & Art Direction

springboard
creative

Photography

AUSTIN WALSH
STUDIO
Travis Young



KCSourceLINK.

This Report was Prepared Under an Award from the US.
Department of Commerce Economic Development Administration



This publication was prepared by the University of Missouri-Kansas City Innovation Center. The statements, findings, conclusions, and recommendations are those of the author(s) and do not necessarily reflect the views of the Economic Development Administration.

August 2015

Download *We Create Capital*, read more stories of KC entrepreneurs and tell us how You Create KC: wecreatekc.com