



# WE CREA+E

Making KC America's Most  
Entrepreneurial City: Year 1

# PANADERIA DE LAS AMERICAS

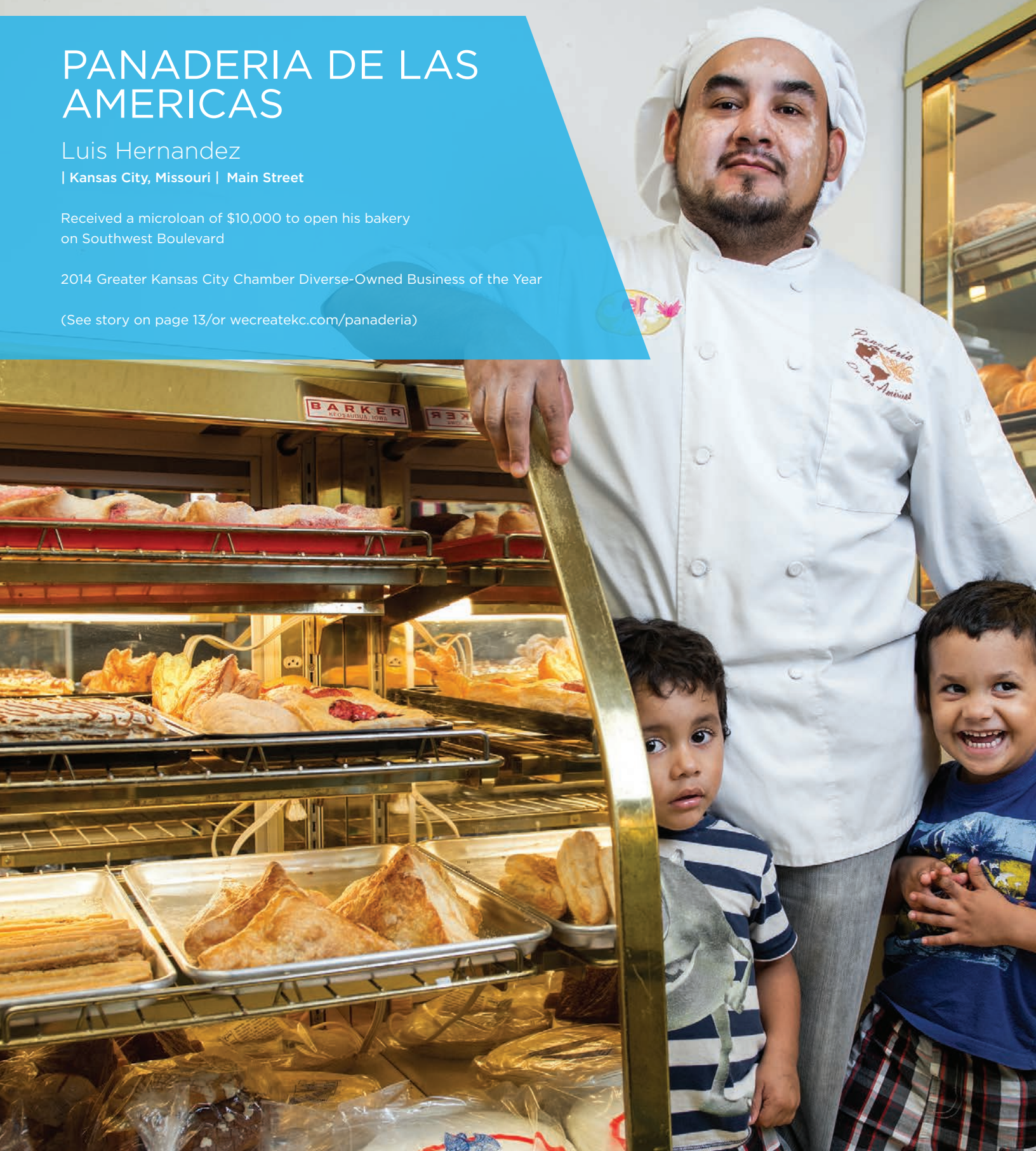
Luis Hernandez

| Kansas City, Missouri | Main Street

Received a microloan of \$10,000 to open his bakery on Southwest Boulevard

2014 Greater Kansas City Chamber Diverse-Owned Business of the Year

(See story on page 13/or [wecreatekc.com/panaderia](http://wecreatekc.com/panaderia))



“My grandfather, J.C. Hall, came to Kansas City with a shoebox full of postcards to start his business because he heard Kansas City had a unique buzz about it. People called it the Kansas City spirit. He was drawn to Kansas City because of the wellspring of ideas that were here. For centuries, Kansas City has unleashed great businesses and I have every confidence that we have the resources, ideas and talent to continue that trend.”

– Donald Hall, Jr.

## + *IT'S NOT ENOUGH TO STAND ON THE SHOULDERS OF GIANTS.*

Kansas City's own entrepreneurial titans knew this. They knew it when they hopped a train to Kansas City at 19 years old with little more than a dream and two shoeboxes of postcards. They knew it when they huddled around a picnic table at Loose Park and mapped business models on yellow ledger paper. They knew it when they willingly quit their comfortable career track selling mutual funds to start their own money management company. They knew it when they sold pharmaceuticals out of the trunk of their car. They knew it when, with just \$5,000 borrowed from their aunt and a well-placed ad in the Kansas City Star, they quadrupled that initial investment within weeks. They knew it when they took over a small family business and grew it into a sparkling empire.

**They knew it when they each decided to stand on their own two feet and fashion dreams that would create futures.**

The startup stories of Kansas City's entrepreneurial giants have become the legends we tell to young entrepreneurs when we tuck them into their first fledgling startups. Most of these giants started as the bulk of businesses do: as microenterprises with few resources, often out of their homes (or car trunks) and with little capital or overhead.

They grew, taking their places as Main Street businesses or on the bleeding-edge of innovation. By strategic design or shift of focus, they took on the second stage, rapidly growing their small businesses into multimillion and multibillion dollar corporations that employ hundreds of thousands of Kansas Citians.

And then, standing on the summit of success, they each turned around, opened their hands and shared their insights to shepherd a new generation of entrepreneurs.

In Kansas City, we call it the One Degree of Entrepreneurship. You hear it in story after story of an entrepreneur who was personally mentored by the late Mr. Kauffman or a student who attended a brown bag talk with Cliff Illig. You see it in the startled eyes of a teenage entrepreneur who just a few weeks ago received a business card and “Let's do lunch” from Henry Bloch. Quite famously and distinctly, these entrepreneurs have created a culture of community and collaboration, where other cities chose cutthroat competition.

**But more than that and more importantly, they built bridges.**





# FAMILY BICYCLES

Theresa M. Van Ackeren

| Kansas City, Missouri | Main Street

Real bikes for real people

Thinking Bigger Media 25 Under 25 Award,  
Justine PETERSEN microloan client

## PEDAL POWER.

[wecreatekc.com/familybicycles](http://wecreatekc.com/familybicycles)



The Kauffman Foundation. The Henry W. Bloch School of Management. The Kansas City Royals. Crown Center. The Helzberg Entrepreneurial Mentoring Program. The Stowers Institute for Medical Research. Sporting KC. The Kauffman Center for the Performing Arts. These organizations and so many more that followed their lead continue to attract high caliber talent to Kansas City and have paved a path for entrepreneurs for years to come.

Their startup stories have become legend. Their success is our inspiration. Their legacy is our charge.

**And their stories are our own.**

As entrepreneurs, we, too, have bet it all on an idea. We, too, have risked the safe choice for a second chance at a bigger, bolder dream. We have lent our talents to creating America's Creative Crossroads. We have sung the song of our promise to bring Google Fiber to our neighborhood. We have fought for streetcars and TechStars, for Folk Alliance and Maker Faire, for bistate collaboration and a stronger urban core.

**And like those entrepreneurial giants, we create opportunities. We create jobs, wealth and futures.**

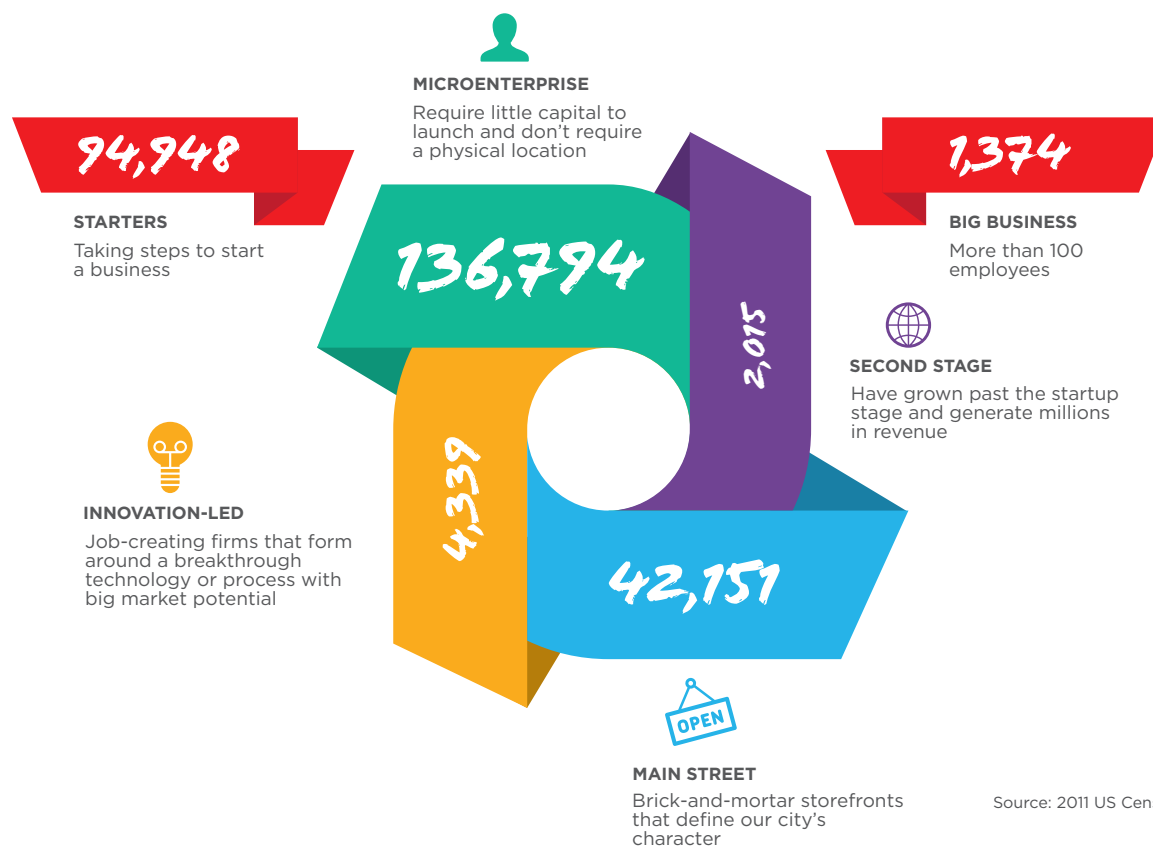
Because we know, despite all that our entrepreneurial heroes have achieved and imparted, it's not enough to merely stand on the shoulders of giants. To be America's most entrepreneurial city, we have to do more than peer in awe at the monuments and bridges that came before us.

As startups and spinoffs, artists and innovators, bakers and makers—as entrepreneurs—we inspire, invent, invest and advance. And we aspire to be more.

Because we, too, bring the talent, ideas and insights. We tell the story of entrepreneurship. We provide the resources that help entrepreneurs do more, faster. We are the inspiration, the legacy, the legends.

**+ AND WE CREATE KANSAS CITY.**

**+ IT TAKES ALL TYPES OF ENTREPRENEURS TO SUSTAIN A VIBRANT ECONOMY.**



Source: 2011 US Census Bureau Data



# WE CREATE: CONNECTIONS

## ALPHA ENERGY & ELECTRIC

Gabriel Okafor + Ike Nwabuonwu  
| Kansas City, Missouri | Second Stage

Certified SBA 8(a), SDB, MBE, DBE, energy and electrical company

2014 Greater Kansas City Chamber Diverse-Owned Business of the Year

When you want advice on how to run a successful business, you go to the source: those who've done it before. That's exactly what Gabriel Okafor and Ike Nwabuonwu did when they launched Alpha Energy and Electric (AlphaEE) in 2005. They found the doors were flung wide open for advice and collaboration.

Former residents of the 18th and Vine Incubator, they now pay that generosity forward by mentoring other businesses and lending their skills pro bono to the redevelopment of the Troost Corridor. Last May, AlphaEE was selected as one of 20 U.S. companies to join the U.S. Secretary of Commerce on her trade mission to West Africa.

## PLAYING THEIR A-GAME.

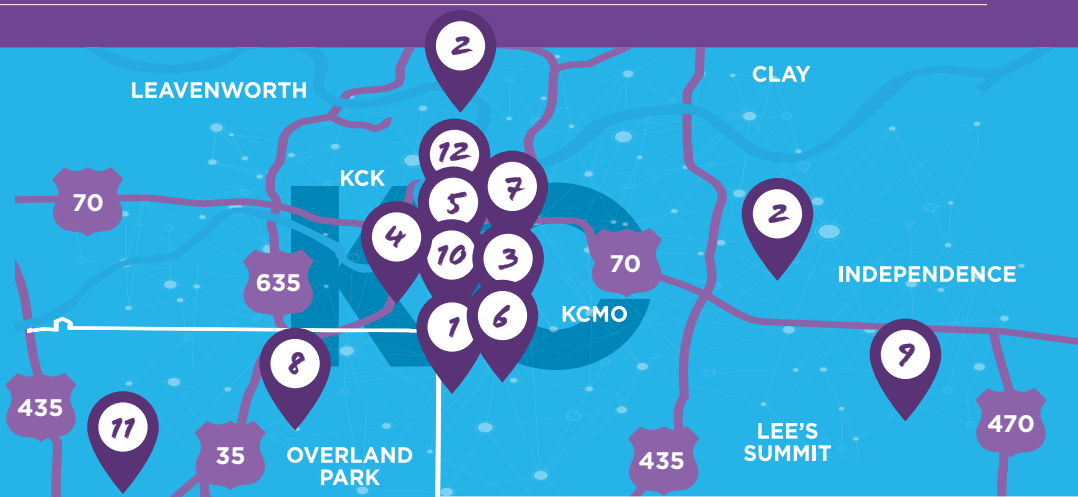
[wecreatekc.com/alphaee](http://wecreatekc.com/alphaee)



“Kansas City is rapidly becoming known nationally as a hot bed of entrepreneurial activity as risk takers are finding Kansas City a welcoming and supportive community. Kansas City is building America’s strongest and most comprehensive entrepreneurial ecosystem. Entrepreneurs are helping to develop KC’s new economy.”

-Peter J. deSilva, president and COO, UMB Financial Corporation

Since 2003, the KCSOURCELINK network has grown by 545%, connecting 225+ business-building resources in our 18-county, bistate region.



## HERE'S WHAT JUST A FEW HAVE BEEN UP TO IN THE PAST YEAR.

- 1** Caffeinate with KC startups on Wednesdays with **1 Million Cups** (1MC), now in 50 cities.
- 2** 1MC satellite live stream (Northland)  
1MC satellite live stream (Independence)
- 3** 200+ urban core residents received business counseling through the **Urban Business Growth Initiative** and reported \$7MM in increased sales.
- 4** **Pipeline** receives \$1.435MM grant from the Kauffman Foundation to expand its impact.
- 5** Connect with women entrepreneurs through **Athena League** events.
- 6** Incubators aren't just for techies. **Blue Hills Contractor Incubator** provides training to construction contractors.
- 7** Happy 50th anniversary, **SCORE!** Check out new classes, some in partnership with **Central Exchange**.
- 8** Explore art and connect with artists at **InterUrban ArtHouse**.
- 9** **Pitch On!**, led by chambers in Lee's Summit and Blue Springs, offered shopping and introductions to investors.
- 10** Bishop McCann took home the **Greater KC Chamber's** Mr. K award.
- 11** **BioKansas** connects research, talent, companies and funding in the biosciences.
- 12** Unleash your inner foodpreneur at the **Farm to Table Kitchen**.



YOU ARE ONE DEGREE FROM HELP

[wecreatekc.com/resource](http://wecreatekc.com/resource)



# WE CREATE: EXCITEMENT

## SWIMZIP

Betsy Johnson + Berry Wanless  
| Prairie Village, Kansas | Microenterprise

Stylish UV 50+ swimwear for children

As seen on and in: ABC's Shark Tank, NBC's Today Show, Target, People, Red Tricycle

Swimwear entrepreneurs and siblings, Betsy Johnson and Berry Wanless welcomed the frenzy after their January 2014 appearance on ABC's Shark Tank like a toddler rushing her first ocean wave: with equals parts awe, anxiety and body-quaking glee.

SwimZip thrived from the sharks' bite on their line of UV protective swimwear, bringing in 80 percent of the sales they did the previous year in just two days. Betsy credits her shark charmer skills to Youth Entrepreneurs for teaching her how to value, write and pitch a business to potential investors.

## HOW DID THEY DO IT?

[wecreatekc.com/swimzip](http://wecreatekc.com/swimzip)





"The Kansas City community has made great strides to create a platform for individuals to pursue their entrepreneurial dreams. That journey will never be easy, but we can help pave the way by exploring the interactive dynamics that matter most at a local level."

-Wendy Guillies, acting president and CEO, Kauffman Foundation

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



**#1**  
HIGH-TECH  
CITY TO  
CALL HOME  
(PC MAG)



**#3**  
BEST CITY  
FOR HIGH-TECH  
STARTUP  
GROWTH  
(KAUFFMAN  
FOUNDATION)



**#4**  
BEST CITY  
FOR YOUNG  
ENTREPRENEURS  
(UNDER30CEO)



**#6**  
U.S. TRAVEL  
DESTINATION  
(LONELY PLANET)



**#11**  
MOST  
CHARITABLE  
CITY  
(CHARITY  
NAVIGATOR)



**TOP  
12**  
CITY FOR  
BUSINESS  
DEVELOPMENT  
(NATIONAL LEAGUE  
OF CITIES)



**#13**  
BEST CITY FOR  
FEMALE  
ENTREPRENEURS  
(FORBES)



**#15**  
OF AMERICA'S  
50 BEST  
CITIES  
(BUSINESSWEEK)

### FIRST AND FASTEST.

KC was the first region to receive wicked fast gigabit Internet with Google Fiber, a coup that led to Kansas City Startup Village, Launch KC and other initiatives to attract and support startups.

### HOMEGROWN FLAVOR.

Three KC chefs were nominated for 2014 James Beard Awards, the highest honor for food professionals:

- Ted Habiger, Room 39
- Howard Hanna, The Rieger Hotel Grill & Exchange
- Nick Wesemann, The American Restaurant

Bluestem and Rye owner Chef Colby Garrelts won in 2013.

## KC LEADS THE LISTS

[wecreatekc.com/KC-listed](http://wecreatekc.com/KC-listed)



# WE CREATE: MOMENTUM

## EYEVERIFY

Toby Rush  
| Kansas City, Kansas | Innovation-Led

Exclusive provider of Eyeprint Verification, a password-free authentication (literally) at a glance

University research turned marketable product, commercially released with Good Technology, Airwatch and NetTeller

The plot may swell with a \$6 million investment and a championship belt from a global pitch competition, but the story of EyeVerify began in a lab at UMKC's School of Computing and Engineering.

With introductions by Whiteboard to Boardroom, serial entrepreneur and Pipeline fellow Toby Rush found Reza Derakhshani and Arun Ross's patented eye-vein biometrics. From their technology, Toby developed an idea to trade sensitive passwords for more secure authentication that identifies users by scanning the whites of their eyes. With further help from the UMKC Small Business and Technology Development Center and support from Think Big Partners, Mid-America Angels and the Kansas City Startup Village, he shaped that technology into EyeVerify, a revolutionary mobile app and international sensation.

### AN EYE FOR AN IDEA.

[wecreatekc.com/eyeverify](http://wecreatekc.com/eyeverify)





“Today, we see more entrepreneurs soliciting feedback from the customer base before actual development. We think this is a more innovation-driven approach to building a successful company—figure out a problem in the marketplace and develop a solution that can be used to address it.”

-Herb Sih, managing partner, Think Big Partners

## KC COMPANY WATCH LIST

You might want to keep an eye on these companies...they look to be going someplace. This list includes KC companies that were funded for pre-seed through Series B during 2013 AND raised at least one other round of funding.

Source: Various public sources, 2013



# WE CREATE: OPPORTUNITIES



## SPRINGBOARD CREATIVE

Kevin Fullerton  
| Mission, Kansas | Main Street

Branding and communication design

Communications designer, talent scout, mentor, teacher and  
KC true believer

Call him the evangelist. Owner and principal of Springboard Creative, Kevin Fullerton believes in the creative talent of Kansas City—and believes we should keep it all to ourselves.

Through career preparation organizations like PREP-KC, as an adjunct professor at the Kansas City Art Institute and through his regional leadership in the American Advertising Federation, Kevin preaches Kansas City to high schoolers, college students, fresh creatives and even unbelievers. He welcomes them to one of the largest creative communities in the nation (invoking BBQ as an additional persuasive tactic), and convinces many that Kansas City is where they want to be.

## SPRINGING INTO ACTION.

[wecreatekc.com/springboard](http://wecreatekc.com/springboard)



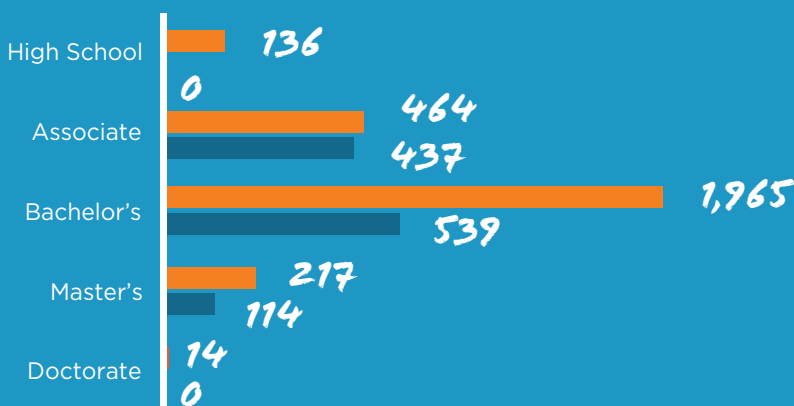


“For Kansas City to continue to thrive we must have a steady stream of talent—driven individuals from STEM disciplines who are the next generation of entrepreneurs. Burns & McDonnell invests in STEM-related activities, such as Battle of the Brains, to help nurture the development of this talent.”

-Greg Graves, CEO, Burns & McDonnell

## KC TECH JOBS

Current Openings  
Graduate Supply



Over the past 10 years, STEM jobs (Science, Technology - highlighted above, Engineering and Math) have grown three times faster than non-STEM jobs, and pay wages close to double the U.S. average. Here in Kansas City, STEM jobs grew 4.7 percent from 2001 to 2012.

Source: Mid-America Regional Council (MARC), 2014

## CODER DOJO



Kansas City Women in Technology brought the global Coder Dojo program to KC to help teach kids—as young as seven years old—how to code.

## BLUE VALLEY CAPS AND NORTHLAND CAPS



High school students work with real businesses across six professional strands: accelerator, bioscience, business, engineering, human services, medicine and healthcare.

## KC STEM ALLIANCE



Through programs like Project Lead the Way and FIRST Robotics, the alliance coordinates data collection and facilitates partnerships among schools and businesses.

## UMKC BLOCH SCHOOL



The UMKC Bloch School develops managerial talent to help accelerate businesses into scalable, sustainable companies.

UNHIDDEN  
TALENTS:  
HOW KC IS  
BRIDGING THE  
TALENT GAP

[wecreatekc.com/talent](http://wecreatekc.com/talent)

# WE CREATE: POTENTIAL

## ARATANA

Steven St. Peter, M.D. + Linda Rhodes, VMD and Ph.D.  
| Kansas City, Kansas | Second Stage

Pet therapeutics

Raised upwards of \$250 million from venture capitalists and angel investors, and launched an IPO

One check does not fit all. Pet therapeutics company Aratana needed \$100s of millions to develop medications for cats and dogs before it could bring those products to market. That funding came from a mix of investors—coastal venture capitalists as well as local angel investors from Mid-America Angels and Women's Capital Connection—who can shoulder big risk for potential big returns.

Not every company needs millions. Sometimes \$10,000 can open the doors to dreams as it did with Luis Hernandez. (Pictured inside cover.) He received a \$10K microloan with help from the Hispanic Economic Development Corporation to waft the aromas of Central and South American conchas, bolillos, cemitas and pan dulce into the streets of Kansas City.

**\$10K OR \$100MM?  
FIND OUT HOW  
THEY FUNDED IT.**

[wecreatekc.com/aratana](http://wecreatekc.com/aratana)

[wecreatekc.com/panaderia](http://wecreatekc.com/panaderia)



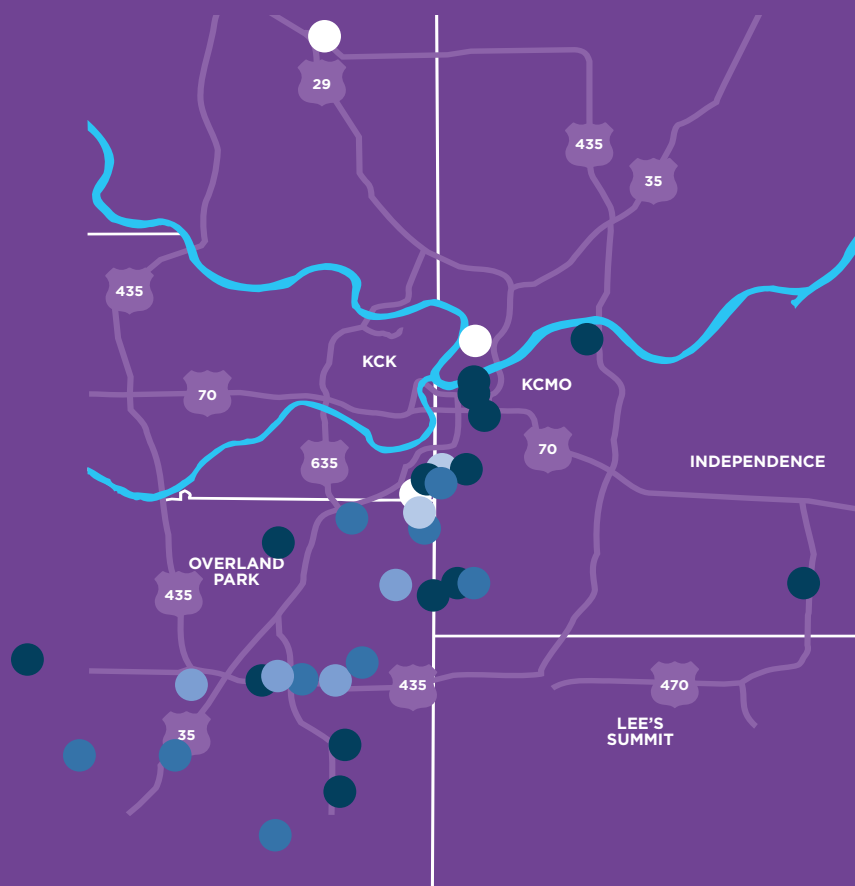


“Business financing requires two critical elements: well prepared entrepreneurs and a supply of capital for all stages. From microloans to angel capital, KC is working hard to dramatically increase funding for startup and growth.”

-Sherry Turner, founder, OneKC for Women  
Women's Business Center, Women's Capital Connection and Women's Employment Network

## EQUITY FUNDED COMPANIES BY STAGE AND LOCATION

Source: Various public sources, 2013



SEED  
SERIES A  
SERIES B  
SERIES C  
MEZZANINE

MONEY TALKS  
[wecreatekc.com/capital](http://wecreatekc.com/capital)



### \$1.2MM IN MICROLOANS FOR MICROENTERPRISES



56% of loans to minority-owned businesses

67% to women-owned businesses

Through KC Regional Microloan Program, created in 2012

### HOW DO STARTUPS FIND FUNDING?



56% community members or someone in their personal network

26% mentor

26% accelerator or incubator program

From Pulse of the Prairie, conducted by Silicon Prairie News

### GOVERNMENT FUNDING FOR INNOVATIVE IDEAS



Missouri Technology Corporation, Kansas Bioscience Authority and the federal SBIR program provide high-risk funds to help promising startups.

### \$1.5MM INVESTED



By angels in area startups in 2014

By Mid-America Angels and Women's Capital Connection

# WE CREATE: COLLISIONS

## SPRINT

| Overland Park, Kansas

Global provider of voice, data and Internet services

Local champion of entrepreneurship

If a crowd is a sign of a good party, then Sprint is raising the roof for KC's entrepreneurial scene. Roughly 1,500 people packed the Kauffman Performing Arts Center on June 12 to hear from the first mobile health startups to graduate from the Sprint Accelerator, powered by Techstars.

And Sprint has more party favors. Part of the Corporate Startup Collaborative, Sprint has pitched its products and problems to KC innovators, mentored buzzing startups and opened its Crossroads community space, the Sprint Accelerator, to serendipitous collisions. On the ground and in the thick, Sprint is stoking the energy around entrepreneurship in Kansas City.

## WHEN SPRINT MET STARTUPS.

[wecreatekc.com/sprint](http://wecreatekc.com/sprint)



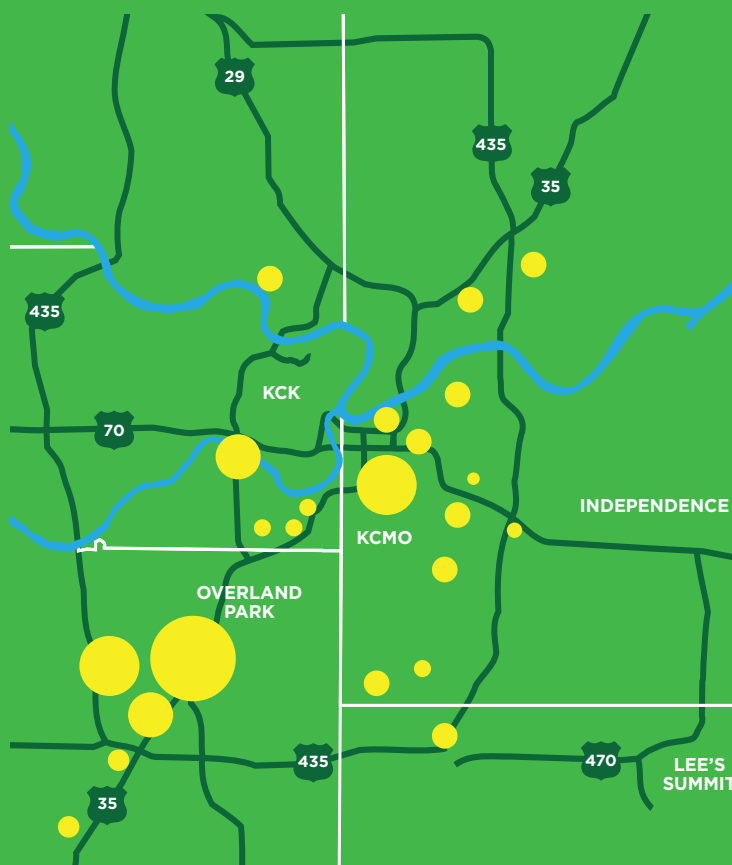


“Our region is doing a tremendous job of focusing attention and efforts on the beginning phase of an entrepreneur’s journey. But it is equally important that we rally around the difficult stages as these entrepreneurs grow. If we want to keep these companies in KC, we need to help during what is often a lonely part of this journey. This is where connection, encouragement and support matter most.”

-Joni Cobb, president and CEO, Pipeline

## Inc. 5000

Between 2007 and 2013, 132 KC area companies were named to the Inc. 5000 fastest-growing private company list, distributed geographically across the metro.



(Circles denote concentrations of Inc. 5000 companies)

Source: Data compiled by Kauffman Foundation

### HELBURG ENTREPRENEURIAL MENTORING PROGRAM



A premiere mentoring program, HEMP helps Kansas City companies turn into second stage icons.

### REVERSE PITCH



KCnext partnered with the Corporate Startup Collaborative to host a Reverse Pitch where large corporations pitched to entrepreneurs for help building products and solving problems.

### DIGITAL SANDBOX KC



With support from Hallmark, VML, RareWire, SparkLabKC, Sprint, Missouri Technology Corporation and UMB, Digital Sandbox KC helped raise \$7MM for 19 KC early-stage startups.

# RESOURCE PARTNERS

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

## Business Planning & Training

Artist INC  
Blue Hills Community Services  
Enterprise Center of Johnson County  
Entrepreneurship.org  
Family Conservancy  
FastTrac  
Francis Institute for Child and Youth Development  
Ice House Entrepreneurship Program  
JCCC Entrepreneurship Program  
Kansas City Direct Marketing Association (KCDMA)  
Kauffman Founders School  
KCK Community College, Workforce Development  
KC IABC  
KC SmartPort  
K-State Research and Extension - Jo. County  
MCC - Institute for Workforce Innovation  
MNU - Entrepreneurial Leadership Project  
Missouri Western University Small Business Inst.  
Prosperity Center for Financial Opportunity  
SBA - Kansas City District Office  
SCORE - Kansas City  
Small Business & Technology Development Ctrs -  
Cass County, Clay County, NWMS, 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

"I can refer any business to anyone in the KCSOURCELINK network, and I know that they will light up with enthusiasm and jump in full force to help."

- John Pajor, KC BizCare

## Business Preparedness

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

## Economic Development

Black Economic Union of Greater Kansas City  
Blue Springs Economic Development Corporation  
Clay County Economic Development Council  
Economic Development Corporation of KCMO  
Gladstone Economic Development Department  
Harrisonville Economic Development  
Hispanic Economic Development Corporation  
Independence Economic Development Council  
Johnson County Economic Development Corp  
Kansas City Area Development Council  
KCMO CDE  
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  
SW Johnson County Economic Development Corp.  
Wyandotte Economic Development Council

## Financial Providers

Angel Capital Group  
CC Capital Advisors  
EDC Loan Corporation of Kansas City  
Five Elms Capital  
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  
MoFAST SBIR/STTR - KC/Western Region

"From second stage businesses to startups, business owners can count on the JCCC KSBDC for realistic, to-the-point counseling and workshops to help them move to the next level of growth."

- Malinda Bryan-Smith, Kansas Small Business Development Center at Johnson County Community College

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

"Watching the growth of our entrepreneurial community in Kansas City over the years has been truly gratifying—I'm proud of the work the ECJC has done to provide more opportunities for startups to evolve into high-growth firms, create jobs and spur entrepreneurial economic development in the region. "

- George Hansen, Enterprise Center of Johnson County

## Incubators, Accelerators and Commercialization

BetaBlox  
Digital Sandbox KC  
Independence Regional Innovation Center  
KCnext  
Pipeline Entrepreneurs  
SparkLabKC  
Sprint Accelerator  
Think Big Partners  
Whiteboard to Boardroom

## Legal

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

## Life Sciences and Technology

BioKanas  
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



**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 (HEMP)  
 Kauffman Foundation/Khan Academy Entrepreneurship

**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  
 Brookside Business Association  
 Central Exchange  
 Downtown Council of Kansas City  
 Excelsior Springs Area Chamber of Commerce  
 Gardner Area Chamber of Commerce  
 Gladstone Area Chamber of Commerce  
 Grain Valley Chamber of Commerce  
 Grandview Chamber & Economic Development Council  
 Greater Kansas City Chamber of Commerce  
 Greater Topeka Chamber of Commerce & Go Topeka  
 Harrisonville Area Chamber of Commerce  
 Hispanic Chamber of Commerce of Greater Kansas City  
 Independence Chamber of Commerce  
 Indo American Chamber of Commerce  
 Kansas 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 Chapter of Women Entrepreneurs of America  
 Missouri Women's Council at MO DED

National Association of Women Business Owners  
 National Native American Chamber of KC Branch  
 Northeast Johnson County Chamber of Commerce  
 Northeast Kansas City Chamber of Commerce  
 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  
 Small and Home Business Connection  
 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

**"KC's entrepreneurial environment is thriving, especially among women. KCSOURCELINK and Central Exchange are empowering women for success."**

**- Cici Rojas, The Central Exchange**

**Nonprofit Business Assistance**

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

**Office Suppliers and Coworking Space**

Alphapointe.NYC  
 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  
 red X collective  
 Surplus Exchange

**Procurement**

GSA Office of Small Business Utilization  
 Kansas Procurement Technical Assistance Center  
 KC Missouri Procurement Technical Assistance Center - Blue Springs, Harrisonville, Kansas City and St. Joseph  
 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 (CERI)  
 H&R Block Business & Career Ctr/KCMO Public Library  
 Johnson County Library  
 Kansas City Kansas Public Library  
 Mid-America Regional Council  
 Mid-Continent Public Library  
 Northland CAPS

**Taxes, Permits and Regulations**

City of Kansas City, MO - KCBizCare  
 Kansas Department of Agriculture  
 Kansas Dept of Commerce, Business Development Div.  
 Kansas Dept of Commerce, Minority & Women Bus. Dev.  
 Kansas Insurance Department  
 Missouri Department of Agriculture  
 Missouri Dept 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:**

GLOBAL PRAIRIE

**We Create Concept + Web:**

**i INDICIA**

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**Copywriting: Sarah Mote**



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August 2014

Entrepreneurs across  
Kansas City *create*:

- Disruption
- Impact
- Pride
- Possibilities

***What do you create?***

Tell us at  
**wecreatekc.com**