



THANK YOU FOR HELPING US GROW THE E-COMMUNITY PARTNERSHIP. WE LOOK FORWARD TO WORKING WITH ALL OF YOU THIS COMING YEAR!

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DEAR NETWORK KANSAS E-COMMUNITIES

Welcome to the 2020 fiscal year*! It was a great 2019. Together, 60 E-Communities collectively made great progress on building entrepreneurial ecosystems and we thank you for your partnership. We have gathered a few statistics to highlight that success:

E-COMMUNITY LOAN STATISTICS

FY 2019 E-Community Loan Statistics

- **104** E-Community Loans awarded totaling **\$4.18M** - Growth of **13%** in total loan funds awarded and **11%** in number of loans
- **39** E-Communities approved at least one loan during FY 2019 (*36 the previous year*)

E-Community Loan Statistics for 2007-2019**

- **603** E-Community loans awarded (to **564** businesses) totaling **\$19.4M**
- E-Community funding leveraged an additional **\$108.5M** in resource partner loans, bank financing, owner investment and down payment

E-COMMUNITY LOAN CHARACTERISTICS

(Rounded to the nearest)

Business Industry**	
Service	49%
Retail	26%
Restaurant	19%
Mfg	5%

Business Composition**	
Startups	41%
Expansions	35%
Other (purchases, succession managements, and retentions)	24%

Population of Business Location**	
<1K	12%
1-5K	35%
5-10K	7%
10-25K	23%
25-50K	15%
Urban/Distressed	4%

*The NetWork Kansas fiscal year runs from July 1 to June 30.
 **Through June 30, 2019

2019 BOARD CERTIFIED PROGRAMS

E-Communities continued to utilize NetWork Kansas board certified programs to catalyze entrepreneurship activity. To cultivate startup culture and teach entrepreneurial problem solving, it's the Ice House Entrepreneurship Program. To strengthen existing businesses, it's Growing Rural Businesses and Destination Business BootCamp®. For communities interested in starting their own entrepreneurship-driven maker spaces, it's the Makerspace Community Boot Camp. Our most popular program is our homegrown Youth Entrepreneurship Challenge Series, which gets young people involved in hands-on entrepreneurship. Our board of directors approves these as top-notch entrepreneurship programs for which NetWork Kansas supplies supplemental funding and resources.

GROWING RURAL BUSINESSES

This eight-week program provides practical and applied information to help small businesses thrive in rural communities. The course is taught in the community by presenters from the Wichita State University Center for Entrepreneurship. The following E-Communities hosted Growing Rural Businesses during 2019 for a total of 33 participants from:

- Rawlins County (18)
- Thomas County (15)

DESTINATION BUSINESS BOOTCAMP (DBC)

The 2 ½ day workshop in Longmont, CO is taught by Jon Schallert for businesses that would like to become a dominant "destination business" preferred by customers. This course uses a 14-step strategy and features in-depth instruction and tactics about how to accomplish this goal. DBC provides inspiration and real world data to help business owners make manageable, inexpensive modifications that can have a key impact on their small business. Twenty-three E-Communities sent at least one business to DBC and used NetWork Kansas funding during 2019 for a total of 110 businesses from:

- Anderson County (6) (Also took advantage of the Community Reinvention Program [CRP])
- Atchison (5)
- Augusta (1)
- Coffeyville (6) (CRP)
- Cowley County (9) (CRP)
- Douglas County (2)
- Edwards County (3)
- El Dorado (8) (CRP)
- Great Bend (6) (CRP)
- Hodgeman County (6) (CRP)

- Hoisington (15) (CRP)
- Kiowa County (7) (CRP)
- Leavenworth (6) (CRP)
- Linn County (4)
- McPherson (1)
- Montgomery County (CRP)
- Morton County (6) (CRP)
- Neosho County (6) (CRP)
- Reno County (3) (CRP)
- Republic County (CRP)
- Rice County (2)
- Shawnee County (6) (CRP)
- Wichita County (1)

ICE HOUSE ENTREPRENEURSHIP PROGRAM

Ice House develops an entrepreneurial mindset and skills like critical thinking, communication, problem solving, and other key assets crucial for success in business and life. Seven E-Communities hosted a total of seven Ice House Entrepreneurship Programs using NetWork Kansas funding during 2019 for a total of 94 participants from:

- Cherokee County (10)
- Lincoln County (22)
- Montgomery County (13) & (12)
- Pawnee/Stafford County (13)
- Reno County (12)
- Republic County (12)

Additionally, an Ice House Boot Camp for E-Community partners was held in Salina for seven attendees from across the state.

YOUTH ENTREPRENEURSHIP CHALLENGE (YEC) SERIES

Having completed six successful seasons of youth engagement, The YEC Series is a series of youth entrepreneurship competitions that encourages and develops the next generation of entrepreneurs and helps communities invest in youth. The goal is to expose Kansas middle school and high school students to entrepreneurship by encouraging them to explore a business idea and get experience planning that business, pitching the idea, and problem solving. The results for the past year are as follows:

- 40 local competitions representing 43 E-Communities
- 865 students (almost doubled from last year for the second year in a row)
- 90+ schools represented
- KEC State Championship organized by K-State held in Manhattan had 71 high school participants and awarded \$50K in prizes to high school entrepreneurs

The third annual YEC Summit was hosted at K-State on June 27th and was an incredibly insightful and fun day for E-Community partners and teachers to exchange best practices and new ideas.

At the Summit we announced that we are working with Moonbase Labs to expand our YEC Portal by developing

an Entrepreneurship Competition Management System (ECMS). The YEC Portal was developed as a one-stop-shop for planning a YEC Series event from start to finish, with numerous resources such as templates, examples, scorecards, etc. The ECMS will be a more robust solution, including tools to plan and run an entrepreneurship competition from start to finish and will be able to serve any type of entrepreneurship competition. Development began during FY 2019 and beta testing is slated for FY 2020.

MAKERSPACE COMMUNITY BOOT CAMP

Taught at the Fab Lab ICC in Independence, Kansas, Makerspace Community Boot Camp is a unique program targeted at community leaders interested in building an entrepreneurship-driven makerspace. Workshops are held twice a year. During FY 2019, participants from the following eight E-Communities attended:

- Douglas County
- Edwards County
- Greeley County
- Lyon County
- McPherson County
- Rooks County
- Shawnee County
- Stafford County

Pilot Programs

- LaunchPrep
- KSU Online Entrepreneurship Module with high school student groups
- Value Building
- Inner Entrepreneur
- Balanced Financial Management Workshop
- Be Awesome (business development workshop)
- New Rules of Business Success workshops
- And many other workshops, trainings, speakers, projects, and events pioneered by E-Community partners and partly funded by NetWork Kansas

E-COMMUNITY SUPPORT FUNDS

E-Communities also utilized additional grant funds from NetWork Kansas to make progress on growing an entrepreneurial ecosystem in unique ways:

- Website redesign
- Promotional materials
- Refreshments for lenders' events
- Sponsorship of entrepreneurship programs, including pilot programs, KSBDC programs, and others that the E-Community created or executed
- Purchase of laptop to run entrepreneurship programs
- Accounting expenses

E-COMMUNITY PARTNERSHIP GROWTH

During FY 2019 we partnered with 60 communities across the state of Kansas. For the 2020 fiscal year, we are pleased to partner with 64 communities. We welcomed five new communities to the partnership for this fiscal year and they are doing a great job creating an inclusive leadership team and establishing a vision for the year.

WELCOME E-COMMUNITIES FOR 2020

Kansas City, Kansas (Urban) – After spending one year working closely with the group, we're pleased that a strong trio of leaders have taken the reins to usher in the E-Community experience in Kansas City, KS. The team believes the resources will help uplift an area in need of economic investment and attention. They're already identifying program possibilities for the area and are focused on having a strong launch to generate excitement and to rally further support.

Bourbon County – This group is not letting the grass grow under their feet as they have approved a loan expansion for a CrossFit fitness center and utilized other capital resources from NetWork Kansas to help fund a restaurant. They are joining the cause for Global Entrepreneurship Week in November and are on target to host their first YEC Series event in March 2020.

Ellsworth County – Hit the ground running, making their first loan only a month into their E-Community Partnership. The "Grow Ellsworth" team, which is truly representative of the entire county, is targeting the YEC Series and Destination Business Bootcamp as priorities in their mission to help all businesses grow in Ellsworth County.

Harvey County – is excited to be part of the E-Community Partnership. Their team has met several times to make progress on the loan process, application, and administration. They have identified the Youth Entrepreneurship Challenge as a priority program this coming fiscal year and are exploring other programs to host as they identify goals for their E-Community.

Miami County – In addition to participating in the E-Community Partnership, this group is also honing their efforts towards an economic development strategic plan for the county. Already lockstep with several programs NetWork Kansas offers, Miami County has local engagement, collaboration, and support for entrepreneurship, youth, volunteer development and maker space opportunities.