

ENTREPRENEURSHIP COMMUNITY PARTNERSHIP

SUMMARY OF PARTNERSHIP STRUCTURE

JULY 1, 2018 - JUNE 30, 2019

OVERVIEW

- 3 Regional Loan Funds (Central, East, West)
- E-Communities allocated a portion of Regional Fund to use for loans and/or board certified programs
- Loan repayments replenish Regional Fund
- Annual Partnership cycle runs from July 1 – June 30
- Annual Regional Fund allocation instead of rolling account balance
- Existing E-Communities are evaluated annually on loan performance, entrepreneurship activity, and partnership with NetWork Kansas and offered membership at a corresponding service level (Level 1, 2 or 3)
- Each level offers different degrees of access to the Regional Loan Fund; for more details about level benefits and restrictions, see the "Summary of Benefits by Level" document
- Award agreements issued annually, signed by 3 representatives of E-Community team and NetWork Kansas
- Annual Entrepreneurship Support Fund allocation instead of "marketing funds"
- Tax credit sales no longer required for access to Regional Loan Fund; NetWork Kansas manages all tax credit donations at corporate level via Kristi Pedersen

SCORING (FOR 2018-2019)

- **Loan Portfolio – 50% of EC Score (past 4 years of activity scored)**
 - Velocity (50% of Loan Portfolio Score)
 - Number of loans / number of years
 - Retention Rate (30% of Loan Portfolio Score)
 - Loans current/paid off vs. loans written off (i.e. is the money loaned out coming back?)
 - Interest Rate (20% of Loan Portfolio Score)
 - Loan portfolio avg. interest rate / 2. Range 0-2. (i.e. avg. interest rate of 3 = score of 1.5)
- **Entrepreneurship Activity – 50% of EC Score (past 1 year + historic activity scored)**
 - Community Activity (40% of Entrepreneurship Activity Score)
 - Programs and activities/events (what is happening to support the growth of an entrepreneurial ecosystem?)
 - Leadership team (35% of Entrepreneurship Activity Score)
 - Frequency of meetings, engagement of point person and team with NetWork Kansas, composition of team, etc.
 - Progress (15% of Entrepreneurship Activity Score)
 - Established goals, strategic plan, progress toward those goals, etc.
 - Community Factors (10% of Entrepreneurship Activity Score)
 - Knowledge of and connection to additional resources, utilization of other NetWork Kansas funding programs, etc.



Entrepreneurship
Community
Partnership