

Kansas City **Resource Guide** for Entrepreneurs

INTRODUCTION

This Resource Guide for Kansas City entrepreneurs offers information on many of the agencies and organizations in the greater Kansas City area that provide guidance and support to entrepreneurs. When starting or growing a business, entrepreneurs often need to call upon various types of expertise. This guide includes a comprehensive listing of organizations in the Kansas City region that can assist entrepreneurs on various topics.

Note: This guide may not include every organization in the greater Kansas City region. If you would like to request that an organization be included in the Web version of this guide, please send information about the organization to info@kauffman.org.

*The Web version of this guide can be found at:
www.kauffman.org/KCEntreguide.*

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GLOBAL ENTREPRENEURSHIP WEEK

For one week, millions of young people around the world will join a growing movement of entrepreneurial people, to generate new ideas and to seek better ways of doing things. Countries across six continents are coming together to celebrate Global Entrepreneurship Week, an initiative to inspire young people to embrace innovation, imagination and creativity. To think big. To turn their ideas into reality. To make their mark.

From November 16–22, 2009, Global Entrepreneurship Week will connect young people everywhere through local, national and global activities designed to help them explore their potential as self-starters and innovators. Students, educators, entrepreneurs, business leaders, employees, non-profit leaders, government officials and many others will participate in a range of activities, from online to face-to-face, and from large-scale competitions and events to intimate networking gatherings.

Through this initiative, the next generation of entrepreneurs will be inspired and can emerge. In doing so, they will begin to acquire the knowledge, skills and networks needed to grow innovative, sustainable enterprises that have a positive impact on their lives, their families and communities.

Over these seven days in November, GEW has four goals:

- **Inspire.** To introduce entrepreneurship to young people under the age of thirty who otherwise might not have considered it as a career path.
- **Connect.** To network young people and organizations across national boundaries to discover new ideas at the intersection of cultures and disciplines.
- **Mentor.** To enlist active and inspiring entrepreneurs around the world to coach and mentor the next generation of enterprise talent as they pursue their dreams.
- **Engage.** To demonstrate to opinion leaders and policymakers how entrepreneurship is central to a nation's economic health and culture, and give them the opportunity to learn.

To learn more about global GEW events, visit www.unleashingideas.org. To learn more about GEW events in Kansas City, see the enclosed calendar or become a fan of Global Entrepreneurship Week – Kansas City on Facebook Or at www.kauffman.org/gewkcfacbook



KAUFFMAN FOUNDATION FASTTRAC® PROGRAMS



FASTTRAC® CORE PROGRAMS

FastTrac® is a practical, hands-on business development program designed to help entrepreneurs hone the skills needed to create, manage and grow successful businesses. FastTrac® participants don't just learn about business, they live it. They work on their own business ideas or ventures throughout the program – moving their ventures to reality or new levels of growth. FastTrac® is one of America's leading entrepreneurial learning programs and remains on the cutting edge by providing programs that are written by entrepreneurs, facilitated by entrepreneurs, for entrepreneurs. The following descriptions illustrate that there are a number of FastTrac® program offerings, for entrepreneurs at different stages of business development. Whether you have an idea for a new business and are just starting out or have an existing business or a technology-based venture that you are positioning for growth, FastTrac® offers a comprehensive set of resources to help you build a successful business.

- FastTrac® NewVenture™
- FastTrac® GrowthVenture™
- FastTrac® TechVenture™
- FirstStep FastTrac®
- FastTrac® Introductory Workshop

FastTrac® NewVenture™

Do you have a great idea for a business? FastTrac® NewVenture™ provides the tools to develop your business concept and outlines the critical steps to a successful business launch. Created and facilitated by successful entrepreneurs, the FastTrac® NewVenture™ program leads you through identifying and reaching your target market, setting financial goals, building an effective team, and more. At the end, you have a business plan to help you determine whether or not starting the business is feasible.

This program combines the award-winning, comprehensive FastTrac® materials, along with new tools to help aspiring entrepreneurs launch a successful business during these challenging economic times. With a schedule designed for individuals who have been displaced from their jobs, this program is completed within a few weeks so a new business can be started more quickly.

What You Will Experience:

- An intensive boot camp to help you determine the viability of your business concept and identify the steps necessary to launch;
- Coaching from experienced entrepreneurs who support and challenge you, your ideas, and your plan;
- Interactive presentations from successful entrepreneurs who can share their experience and insight on how to launch a successful business;
- Networking with other entrepreneurs and business experts; and a
- Wrap-up session to formally present your business plan for maximum feedback.

FastTrac® GrowthVenture™

Is your business facing challenges due to the current economic climate? Do you need help creating a plan for business growth and greater profitability? FastTrac® GrowthVenture™ is targeted to entrepreneurs who have experience running their business, yet may be facing such business challenges as a shrinking customer base or reduced financing options. This program helps business owners analyze their business to prepare for strategic growth. Created and facilitated by successful entrepreneurs, this program provides you with the tools and support to carefully review and evaluate important aspects of your business, and potentially reshape your existing business. At the end of the program, you have an updated business plan for strategic growth.

The FastTrac® GrowthVenture™ program helps you: make critical decisions about the business vision and strategy; explore next-stage growth and opportunity; evaluate the market for new sales opportunities and plan for strategic growth; build and maintain a competitive advantage; understand needs for human, financial and business resources; and maximize cash flow for future profitability.

What You Will Experience:

- A dynamic, hands-on program, meeting in a condensed timeframe;
- One-on-one assistance from experienced entrepreneurs who will help you review ideas, assignments, and business plan;
- Interactive presentations from successful entrepreneurs who will share their experience; and
- Tap into tools you can use to streamline operations, strategize for growth, calculate the funds needed to grow to the next phase.

FastTrac® TechVenture™

Want to learn how to take a great technology idea or scientific discovery to market? FastTrac® TechVenture™ provides the tools to develop and/or hone the skills needed to create, manage, or grow a successful technology business. Created and facilitated by successful entrepreneurs, the FastTrac® TechVenture™ program leads you through an analytical process to understand what it takes to start, operate, fund, and grow a technology or life sciences-based business. In today's market, it's not enough to know just the technology or science. To be successful, you need to understand the business behind it. FastTrac® TechVenture™ connects you with knowledgeable entrepreneurs who offer an in-depth understanding of growing and financing a sustainable business.

This program combines the award-winning, comprehensive FastTrac® materials, along with new tools to help aspiring entrepreneurs launch a successful business during these challenging economic times.

What You Will Experience:

- An interactive, stimulating program that helps you determine market opportunities and business strategies, along with the tools to pursue them successfully;
- Learn how to assess and build a top management team and develop a solid marketing plan;
- Calculate the funding needed at each stage of the business and discover the best ways to access funding;
- Learn the importance of protecting your intellectual property through licenses, patents, trademarks, and copyrights; and
- Coaching sessions with experienced entrepreneurs who support and challenge you, your ideas, and your plan.

First Step FastTrac®

Would you like to explore a business idea and find out if you are ready to be an entrepreneur? First Step FastTrac® is designed for those individuals who want to start a very small business, known as a microenterprise and who will start with limited financing options. The program provides the tools to develop and/or hone the skills needed to create, manage or grow a successful business. Created and facilitated by successful entrepreneurs, the First Step FastTrac® program leads you through defining your personal visions and goals to determining whether your business concept is a feasible business opportunity. At the end, you will have examined your business idea from every angle and written a feasibility plan, which will help you decide if your business is a “go” or a “no go” before you spend too much time or money.

This program combines the award-winning, comprehensive FastTrac® materials, along with new tools to help aspiring entrepreneurs launch a successful business during these challenging economic times. With a schedule designed for individuals who have been displaced from their jobs, this program is completed within a few weeks so a new business can be started more quickly.

What You Will Experience:

- An interactive, stimulating program that takes you through a proven process to determine whether the business idea is feasible and has “legs” to go to market;
- Networking with other entrepreneurs, sharing ideas and experiences and the opportunity to establish the foundation for future business relationships;
- Coaching sessions with experienced entrepreneurs who support and challenge you, your ideas, and your plan; and
- Developing a feasibility plan to help you decide if starting a business is the right decision.

FastTrac® Introductory Workshop

Do you have a great idea for a business?

Starting your own business, rather than seeking another job, can provide a future that is rewarding, exciting, and puts you in charge.

Launching Your Entrepreneurial Future™ helps you explore entrepreneurship

This three-hour workshop introduces you to entrepreneurship and helps you begin to identify potential business ideas and learn about the research needed to determine business viability. This process enables you to determine if you are ready for the more in-depth FastTrac® NewVenture™ program. For those who choose to continue toward starting a new business, it also provides a head start and strong foundation for the business planning process ahead.

What You Will Experience

During this three-hour workshop, you:

- Learn about the entrepreneurial process and what it takes to be an entrepreneur;
- Generate ideas and recognize potential business opportunities;
- Prepare for market research;
- Assess support networks and resources; and
- Determine whether you are ready to participate in FastTrac® NewVenture,™ a program that takes you through the process of developing your business concept and outlining the critical steps to a successful business launch.

Kansas City Metro Area FastTrac® Providers

University of Missouri Extension—Small Business & Technology Development Center (SBTDC)

University of Missouri Extension
Clay County Courthouse Annex
1901 NE 48th St.

Kansas City, MO 64118

Contact: Susan Henson

Phone: (816) 407-3492

E-mail: hensons@missouri.edu

Web site: www.missouribusiness.net

Hispanic Economic Development Corporation

1427 W. Ninth St., Ste. 201

Kansas City, MO 64101

Contact: Bernardo Ramirez

Phone: (816) 221-3442

E-mail: hedc@kchedc.org

Web site: www.kchedc.org

The only entity certified in the four-state area to conduct First Step FastTrac® curriculum in English and Spanish

Johnson County Community College

Kansas Small Business Development Center (KSBDc)

12345 College Blvd., RC 240

Overland Park, KS 66210

Contact: Kay Lampe

Phone: (913) 469.3878

E-mail: ksbdc@jccc.edu

Web site: www.jccc.edu/ksbdc

Johnson County Community College Entrepreneurship Program

12345 College Blvd.

Overland Park, KS 66210-1299

Contact: Donna Duffey

Phone: (913) 469-8500, ext. 3475

E-mail: dduffey@jccc.edu

Web site: www.jccc.edu/entrepreneur

Kansas Women's Business Center

8527 Bluejacket St.

Lenexa, KS 66214-1656

Contact: Judy Mathews

Phone: (913) 492-5922

E-mail: jmathews@kansaswbc.com

Web site: www.kansaswbc.com

Missouri Small Business and Technology Development Center at UMKC (UMKC SBTDC)

Henry W. Bloch School of Business and Public Administration
4747 Troost Ave.

Kansas City, MO 64110

Contact: Carmen DeHart

Phone: (816) 235-6428

E-mail: dehart@umkc.edu

Web site: www.bloch.umkc.edu/sbt/dc

Small Business & Technology Development Center

University of Central Missouri

Dockery Bldg., Ste. 102

Warrensburg, MO 64093

Contact: Darrell Brammer

Phone: (660) 543-4402

E-mail: brammer@ucmo.edu

Web site: www.ucmo.edu/sbt/dc

University of Missouri Extension—Small Business & Technology Development Center (SBTDC)

University of Missouri Extension

Clay County Courthouse Annex

1901 NE 48th St.

Kansas City, MO 64118

Contact: Susan Henson

Phone: (816) 407-3492

E-mail: hensons@missouri.edu

Web site: www.missouribusiness.net

Ewing Marion Kauffman Foundation

4801 Rockhill Rd.

Kansas City, MO 64110

Contact: FastTrac Customer Service

Phone: (816) 454-4380

E-mail: fasttrac@kauffman.org

Web site: www.kauffman.org



URBAN ENTREPRENEUR PARTNERSHIP (UEP)

A Program of the Kauffman Foundation



URBAN ENTREPRENEUR PARTNERSHIP (UEP)

A Program of the Kauffman Foundation

Established to encourage and advance minority entrepreneurship in underserved urban-core neighborhoods, the UEP coaches entrepreneurs, fosters job creation, and promotes opportunities for economic profitability, success and organizational sustainability.

The UEP operates in Kansas City and also in New Orleans and Baton Rouge through the UEP Gulf Coast Inc., a unique program tailored to assist in revitalizing the Gulf Coast economy in the wake of Hurricanes Katrina and Rita.

The UEP recently received a \$3 million grant from the New Economy Initiative of Southeast Michigan, a philanthropic partnership dedicated to Detroit's economic transformation. The Initiative is backed by \$100 million in funding commitments from 10 nonprofit foundations. The Urban Entrepreneur Partnership Inc. (UEP), a nonprofit program of the Ewing Marion Kauffman Foundation, is a groundbreaking program offering the UEP's proven entrepreneurial education and business-coaching model to 150 leading minority auto suppliers in Detroit and the surrounding Southeast Michigan region.

In each location, our unique and comprehensive approach combines intensive business education and one-to-one coaching by UEP staff and other experienced entrepreneurs.

The program's success indicators include:

- 1000+ UEP clients—89 percent—have completed UEP educational courses;
- 51 percent of businesses have moved from concept to operation since 2005; and
- 24% increase in profitability for existing business receiving UEP education/coaching.

At the Urban Entrepreneur Partnership (UEP), we believe in the entrepreneurial spirit. We believe it can unleash imagination, create opportunities, reinvent the market, rebuild communities, and transform the world. If you need the expertise to start or grow your business, we're here to help with a unique one-to-one personalized coaching program.

To learn more about the UEP visit our website at:
www.uepkauffman.org,
or write us at uep@uepkauffman.org.

UEP Kansas City Office
1520 East 18th Street,
Kansas city, MO 64108
816-581-2900



IBRIDGESM NETWORK



IBRIDGESM NETWORK

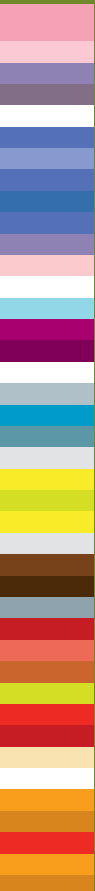
The iBridgeSM Network is an innovation catalyst with a vibrant, online community enabling universities, companies and entrepreneurs to connect, collaborate and license tomorrow's research, products and services. Many of the nation's leading research institutions utilize the iBridgeSM Network regularly to promote, share and advance their innovations and identify appropriate partners.

The iBridge Network Web site is designed to encourage open and efficient communities with unique profiles, advanced navigation, search capabilities and personalized services such as the iBNewsfeed, which notifies users of new developments tailored to their interests. Universities and nonprofit organizations use the site to distribute and license a variety of items, including software, research tools, databases, teaching materials, surveys, reference materials and patent-protected technologies.

Unlike IP portals and other Web sites, the iBridge Network was created for the sole purpose of providing researchers with a place to promote ideas, connect with other experts and share existing tools, while providing industry experts a place to find the newest innovations with endless potential. Whether high profile

research topics or lesser known niche areas of expertise, the iBridge Network provides equal opportunity for all research with no emphasis on transaction values or dollar amounts. The iBridge Network does not profit from any member transactions.

The iBridgeSM Network is a program of the Kauffman Innovation Network, Inc., an initiative of the Ewing Marion Kauffman Foundation. To learn more, visit: www.iBridgeNetwork.org, e-mail us at info@iBridgeNetwork.org, or call (800) 573-5136.



RESOURCES FOR KANSAS CITY AREA ENTREPRENEURS

RESOURCES FOR KANSAS CITY AREA ENTREPRENEURS

KCSOURCELINK

KCSOURCELINK connects a network of 140 nonprofit resource organizations that provide business-building services for small businesses. KCSOURCELINK facilitates the linking of these resource organizations to one another and to established, emerging and start-up small businesses throughout the region.

To learn more about KCSOURCELINK, and/or be referred to agencies in this network, call:

(816) 235-6500 or toll-free at **866-870-6500**

Or visit: www.kcsourcelink.com.

KCSOURCELINK Resource Partners

Business Planning & Training

Blue River Community College

Ewing Marion Kauffman Foundation/FastTrac

The Foundation for the Advancement of Marketing Excellence in Entrepreneurs (FAMEE)

FastTrac National Headquarters/Entrepreneurial Education Foundation

First Step Fund

Hispanic Economic Development Corporation

IBSA, Inc.

Institute for Entrepreneurial Studies & Development

Johnson County K-State Research & Extension

Johnson County Community College, Entrepreneurship Program

Kansas City Kansas Community College, Workforce Development

Kansas Women's Business Center

Missouri Western State College, Dept. of Business
SCORE, Kansas City Chapter 19
Small Business Development Center at JCCC
Small Business Development Center at KU
Small Business Development Center at Northwest Missouri State
(St. Joseph)
Small Business & Technology Development Center at UMKC
University of Missouri Extension

Business Preparedness

Disaster Planning & Mitigation

American Red Cross—KC Chapter

Human Resources

Kansas Workforce Partnership

Working Solutions

Insurance

Kansas Insurance Department

Computer Lab & Free Classes

Penn Valley Community College

Career Services

Vatterott College

Environmental Compliance

Missouri Department of Natural Resources

Research & Technology Protection

Federal Bureau of Investigation

Office Space / Economic Development

Blue Springs Economic Development Corporation

City of Gladstone, Economic Development Dept.

City of Raytown, Economic Development Dept.

Clay County Economic Development Council

Community Development Corporation of Kansas City

Downtown Council of Kansas City

Economic Development Corporation of Kansas City

Gladstone Community Development Corporation

Greater Miami County Economic Development Corp.
Independence Council for Economic Development
Kansas City Area Development Council
Kansas Dept. of Commerce, Business Development Division
Kansas Dept. of Commerce, Community Development Division
Kearney Area Development Council
Lee's Summit Economic Development Council
Lenexa Economic Development Council
Martin City Community Improvement District
Miami County Economic Development
Missouri Department of Economic Development
Olathe Economic Development Council
Overland Park Economic Development Council
Partnership for Community Growth & Development
Platte County Economic Development Council
Southwest Johnson County Economic Development Corp.

Financial

Avenue Area Inc.
Citywide Development Corporation of Kansas City, KS
Clay/Platte Development Corporation
EDC Loan Corporation
The Family Conservancy
Heartland Business Capital
InvestMidwest Venture Capital Forum
Midwest Small Business Finance
MO-KAN Development, Inc.
Rural Missouri Inc. (RMI)
U. S. Small Business Administration
Wakarusa Valley Development, Inc.

Import/Export

Greater Kansas City World Trade Center
International Trade Council of Greater Kansas City, Inc.
KCMO—Mexico Business Development Office
Kansas Dept. of Commerce, Trade Development Division
U. S. Dept. of Commerce/U.S. Commercial Service, KC Export

Incubators

Arts Incubator of Kansas City
Biotechnology Development Center of Greater Kansas City
EnnovationCenter
Enterprise Center of Johnson County
Kansas City, Missouri Small Business Division

Legal

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

Life Sciences & Technology

Kansas Bioscience Organization
Kansas City Area Life Sciences Institute
Kansas Technology Enterprise Corporation
Lawrence Regional Technology Center
MO Fast SBIR/STTR Assistance Center
KU Center for Technology Commercialization

Manufacturing

Mid-America Manufacturing Technology Center
Missouri Enterprise
Urban Entrepreneur Partnership (UEP)

Mentoring

Helzberg Entrepreneurial Mentoring Program (HEMP)
Minority Business Alliance, Inc.

Networking

Asian American Chamber of Commerce of Kansas City
Belton Chamber of Commerce

Black Chamber of Commerce of Greater Kansas City
Blue Springs Chamber of Commerce
The Central Exchange
Crossroads Chamber / Raytown Area Chamber of Commerce
Excelsior Springs Area Chamber of Commerce
Gardner Area Chamber of Commerce
Gladstone Area Chamber of Commerce
Grain Valley Chamber of Commerce
Grandview Area Chamber of Commerce
Greater Kansas City 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 (KBCC)
Kansas City Council of Women Business Owners
Kansas City, Kansas Area Chamber of Commerce
Kansas City, Kansas Women's Chamber of Commerce
Lawrence Chamber of Commerce

Leawood Chamber of Commerce
Lee's Summit Chamber of Commerce
Lenexa Chamber of Commerce
Liberty Area Chamber of Commerce
National Association of Women Business Owners
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
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 Area Chamber of Commerce
Weston Chamber of Commerce

Nonprofit Business Assistance

Community Resource Network

NonProfit Connect

Midwest Center for NonProfit Leadership at UMKC

Support Kansas City, Inc.

The Surplus Exchange

Permits & Regulations

IRS Small Business Taxpayer Education & Communications

KCBizCare

Social Security Administration

Missouri Dept. of Labor and Industrial Relations

Research

Johnson County Library

Kansas City, Kansas Public Library

Kansas City Public Library

Missouri Women's Council at Missouri Dept. of
Economic Development

Procurement

Heartland Procurement Technical Assistance Center

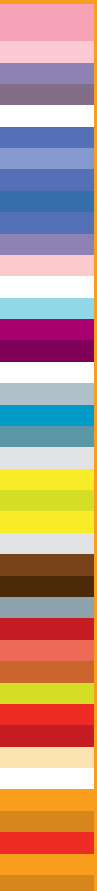
Jackson County, Missouri Purchasing Department

Mid America Minority Business Development Council

Missouri Procurement Technical Assistance Center

U. S. General Services Administration

Unified Gov't of Wyandotte County, Purchasing Division



NETWORKS AND PROGRAMS FOR KANSAS CITY ENTREPRENEURS



NETWORKS AND PROGRAMS FOR KANSAS CITY ENTREPRENEURS

Avvio Business Accelerator

Avvio Business Accelerator is a fast-growth business and technology incubator located in North Kansas City's historic warehouse district with direct access to liNKCity's fiber-optic network. Founded by Kansas City-based entrepreneurs, Avvio Business Accelerator was created to provide the support network necessary to grow successful start-ups. Entrepreneurs enjoy a creative environment built specifically to foster innovation and grow sustainable businesses. Avvio Business Accelerator leverages a proven process that increases business success rates from concept to launch.

For more information, visit: www.avvio.org.

Entrepreneurial Exchange

The Entrepreneurial Exchange is a not-for-profit organization creating a network of Kansas City CEOs leading the area's fastest-growing companies. Founded on the premise that entrepreneurs learn best from fellow entrepreneurs, the mission of the Entrepreneurial Exchange is to help develop new entrepreneurial organizations in Kansas City through education and networking. The Entrepreneurial Exchange is structured to be an intimate environment with no more than 25 members, allowing for maximum participation, direct interaction and professional networking.

Members—CEOs and corporate leaders who can claim that the “buck stops here”—are from a wide variety of non-competing businesses including manufacturing, insurance, software development, printing and professional services.

Many members' businesses appear frequently on the list of the top 25 fastest-growing companies in the area as well as in local or national press. Current member firms range in size from 50 employees to more than 7,000 employees, offering a great variety of thought to current business issues.

For more information, visit: www.forthentheentrepreneur.com.

Entrepreneurs' Organization

The Entrepreneurs' Organization (EO)—for entrepreneurs only—is a dynamic, global network of more than 7,300 business owners in 42 countries. Founded in 1987 by a group of young entrepreneurs, EO is the catalyst that enables entrepreneurs to learn and grow from each other, leading to greater business success and an enriched personal life. EO's vision is to build the world's most influential community of entrepreneurs, and the mission is to engage leading entrepreneurs to learn and grow. The Entrepreneurs' Organization also operates the Accelerator Program and the Global Student Entrepreneur Awards in partnership with Mercedes-Benz Financial.

To learn more about the EO Kansas City chapter, visit: www.yeokc.org.

Helzberg Entrepreneurial Mentoring Program

The Helzberg Entrepreneurial Mentoring Program (HEMP) was founded in 1995 by Barnett Helzberg, Jr., former owner and president of Helzberg Diamonds. Inspired by his twenty-three year mentoring relationship with Ewing Kauffman, HEMP matches seasoned, successful entrepreneur mentors with less-experienced entrepreneur mentees. Considerable mentoring is also fostered through peer-to-peer relationships derived from involvement through HEMP.

Components of the program include a one-on-one mentoring relationship, networking opportunities with peers and veteran business owners, exposure to mentoring skills that can be applied to any professional or personal situation, business educations discussing greatest successes and lessons learned from peers and top CEOs in the community, and field trips to locations of entrepreneurial interest within the Kansas City area.

To learn more about HEMP, please visit www.helzbergmentoring.org, or call (816) 235-6125.

Kansas City Arts Incubator

Most artists who graduate from art institutions do not have the business skills required to establish self-sustaining careers in the arts. The Arts Incubator of Kansas City is a nonprofit organization dedicated to working with these emerging artists in the development of their careers.

When an audience views art they rarely think about the support structure behind the work. The facilities, materials, grants, inspiration, peer influence or the time it takes to put it all together. The Arts Incubator of Kansas City works to foster emerging artists by offering affordable studio space, business development, a supportive community and exposure. The goal is to turn artistic passions into viable careers. The Incubator never closes; large meeting rooms are available, computers, internet access, printers and scanners, shop services—complete with metal and wood working equipment, spray booths, a new print studio, library and even an espresso machine are at the artist disposal.

The Incubator is a constant resource for the business of being a creative professional. Assistance is available for grant writing, proposals, goal tracking, portfolio development, press releases, as well as gallery, commission and exhibition opportunities.

For more information, contact the Kansas City Arts Incubator at (816) 421-2292 or visit: www.artsincubatorkc.org.

KTEC PIPELINE

KTECH PIPELINE is the nation's premier state-sponsored technology entrepreneur fellowship program. PIPELINE is designed to systematically identify high-potential technology entrepreneurs and match them with best-in-class training, resources and mentors to facilitate their dynamic growth in Kansas. PIPELINE is focused on the business leader – not simply on the business opportunity. Although the program strives to ensure the fellows have the best chance of success in their current ventures, the long-term aim is to develop leaders who can repeatedly develop and scale companies that will have a dramatic impact on the Kansas and regional economy. PIPELINE is equally focused on aggressively growing an entrepreneurial ecosystem over a diverse geography. PIPELINE brings together entrepreneurs, investors, advisors, experts and mentors from both this region and around the nation. These numerous experts and resource providers work with the program participants, the alumni and many other entrepreneurs across the region while gathered to work with the PIPELINE.

For more information, visit: www.ktechpipeline.com.

Small and Home Business Connection (SHBC)

The Small and Home Business Connection is a nonprofit networking organization of small and home-based business owners and sales representatives. Their mission is simple: to promote professional growth through support, networking and education.

SHBC holds a monthly luncheon on the third Wednesday from 11 a.m. to 1 p.m.

Our monthly luncheons consist of open networking, a buffet lunch, member display booths, a program speaker on a topic of interest to small business owners, and door prizes.

For more information, visit: www.kshb.org.

StartFEST+DEMO

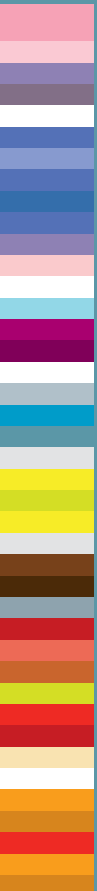
StartFEST+DEMO is a social gathering with an aim to create relationships among local entrepreneurs, technology and innovative companies, and members from the investment community. In addition, StartFEST selects ten local startups to demonstrate and pitch their new and innovative concepts. The StartFEST + DEMO events is open to the public and all startups are encouraged to apply to DEMO.

For more information, visit: www.startFest.com.

StartKC

StartKC is a new entrepreneur's organization designed to foster the entrepreneurial spirit in Kansas City and provide a multifaceted platform for entrepreneurs to engage and advance tomorrow's revolutionizing concepts. StartKC believes entrepreneurship is not a "spectator's sport." Members of the association will have access to an organized approach to utilize tools and resources needed to be successful. StartKC is focused on assisting and developing entrepreneurs and their ideas through wide-spread partnerships. Members have access to: local events, targeted conferences, on-line social networks, events calendar, business development professionals, funding networks and much more.

To learn more, visit www.startkc.com.



PERTINENT RESEARCH ON ENTREPRENEURSHIP
AND THE ECONOMY



PERTINENT RESEARCH ON ENTREPRENEURSHIP AND THE ECONOMY

Hail to the Job Creators:

Seventy-nine percent of Americans say entrepreneurs are critically important to job creation, ranking higher than big business, scientists, and government.

Kauffman Poll: Entrepreneurship and Economic Recovery, March 2009

From 1980–2005, firms less than five years old accounted for all net job growth in the United States.

Business Dynamics Statistics Briefing: Jobs Created from Business Startups in the United States, January 2009

The Startup Phenomenon:

More than half of the companies on the 2009 *Fortune 500* list were launched during a recession or bear market, along with nearly half of the firms on the 2008 *Inc.* list of America's fastest-growing companies.

The Economic Future Just Happened, June 2009

In 2008, an average of 0.32 percent of adults created a new business each month, equaling about 530,000 new businesses per month.

Kauffman Index of Entrepreneurial Activity 1996–2008, April 2009

Entrepreneurs are the answer. Seventy percent of U.S. registered voters think the health of the economy depends on the success of entrepreneurs.

Luntz, Maslansky Strategic Research Survey (sample size: 816), September 2008

Let's hear it for the next generation. Four in ten U.S. young people ages 8 to 21 have or would like to start their own business someday, and 63 percent agree that they have the ability to successfully start their own business.

Harris Interactive® Survey (sample size: 2,438), July/August 2007

The Demographics:

Contrary to popularly held assumptions, the highest rate of entrepreneurial activity belongs to the 55–64 age group over the past decade. The 20–34 age bracket has the lowest.

The Coming Entrepreneurship Boom, June 2009

Most high-tech founders come from middle-class or upper-lower-class backgrounds, are well-educated, and married with children.

The Anatomy of an Entrepreneur: Family Background and Motivation, July 2009

Of new firms...

- 70 percent are men-owned; 30 percent are women-owned
- 81 percent are white-owned
- 9 percent are African-American-owned
- 6.6 percent are Hispanic-owned
- 4 percent are Asian-owned
- 5 percent are owned by Native Americans, Pacific Islanders, and individuals of other racial groups

The Kauffman Firm Survey, March 2008

In 2002, 6.5 million privately held, women-owned firms generated an estimated \$940 billion in sales and employed 7.1 million people; however, women-owned firms still underperform men-owned firms.

Characteristics of New Firms: A Comparison by Gender, January 2009

Show Them the Money:

Only 16 percent of the fastest-growing and most successful companies in the United States had venture investors.

Right-Sizing the U.S. Venture Capital Industry, June 2009

External debt markets are increasingly important to startups as they age, providing 62 percent of financing in 2007 compared to 40 percent in 2004, their first year of operation.

An Overview of the Kauffman Firm Survey: Results from the 2004–2007 Data, April 2009

Angel investors participating in organized groups achieve an average 27 percent internal rate of return.

Returns to Angel Investors in Groups, November 2007

The Immigrant Force:

In 2008, the immigrant rate of entrepreneurial activity—0.51 percent—was substantially higher than the native-born U.S. population—0.28 percent.

Kauffman Index of Entrepreneurial Activity 1996–2008, April 2009

More than a quarter of technology and engineering companies started in the United States from 1995 to 2005 had at least one key founder who was foreign-born.

Education, Entrepreneurship, and Immigration: America's New Immigrant Entrepreneurs, Part II, June 2007

Foreign nationals residing in the United States were named as inventors or co-inventors in 25.6 percent of international patent applications filed in the U.S. in 2006.

Intellectual Property, the Immigration Backlog, and a Reverse Brain-Drain: America's New Immigrant Entrepreneurs, Part III, August 2007

Government and the Recovery:

Facts taken from Kauffman Poll: Entrepreneurship and Economic Recovery, March 2009:

By 63 percent to 23 percent, survey respondents prefer giving individuals the incentives they need to start their own businesses as opposed to allowing the government to create new jobs directly or through big corporations.

Only 21 percent of all survey respondents say that the stimulus package supports entrepreneurial activity overall, and 33 percent believe it will retard entrepreneurship.

Americans think the government does little to encourage entrepreneurship, despite its importance; 72 percent of respondents say the government should do more to encourage individuals to start businesses. Almost half of respondents think the laws in America make it more difficult to start a business.

Companies Founded During a Recession or Bear Market

3M	Disney	Johnson & Johnson	Scottrade
Adobe Systems	Electronic Arts	Kraft	United Technologies
Amgen	Enterprise Rent-A-Car	The Learning Company	Urban Outfitters
Apple	Exxon Mobil	Lotus Software	Valero
Bath and Body Works	Gallup	Merck	Whole Foods
BET	Genentech	Microsoft	
Broadcom	General Electric	O'Reilly Auto Parts	
Buffalo Wild Wings	Genzyme	Pizza Hut	
CNN	Guess	Princeton Review	
Chevron	Hyatt	QuikTrip	
Dave and Buster's	IBM	Quiznos	



RESOURCES FOR YOUTH ENTREPRENEURSHIP



RESOURCES FOR YOUTH ENTREPRENEURSHIP

Starting Young

Research stresses importance of nurturing entrepreneurial thinking in youth

A recent Harris Interactive® survey commissioned by the Ewing Marion Kauffman Foundation revealed there is no shortage of entrepreneurial spirit among today's youth. They just need the right resources and encouragement.

The survey of 2,438 young people (ages 8 to 21) indicates the importance of increased entrepreneurship education:

- Overall, 25 percent have or would like to start their own business. An additional 37 percent have not eliminated the idea—they are just unsure.
- 63 percent believe they could successfully start their own business if they work hard enough.
- More than 50 percent believe the contributions of individuals significantly better their community.

According to the survey, 89 percent of young people said the reason for wanting their own business comes from a desire to build something for the future—that's a desire the Foundation continues to explore and develop.

When it comes to getting that first big idea off the ground, 60 percent of young people surveyed said they would most likely turn to other entrepreneurs for information when starting a new business. Below is a list of excellent information sources for young entrepreneurs.

Resources for Young Entrepreneurs

All-Terrain Brain

www.allterrainbrain.org

College Entrepreneurs' Organization

www.c-e-o.org

DECA

www.deca.org

Future Business Leaders of America

www.fbla-pbl.org

Global Entrepreneurship Week

www.unleashingideas.org

Hot Shot Business

www.hotshotbusiness.com

Junior Achievement

www.ja.org

Kauffman Campuses

www.kauffman.org/kauffmancampsues

Mind Your Own Business

www.mindyourownbiz.org

National Collegiate Inventors and Innovators Alliance

www.nciia.org

National Foundation for Teaching Entrepreneurship

www.nfte.com

Students in Free Enterprise

www.sife.org

NFIB Young Entrepreneur Foundation

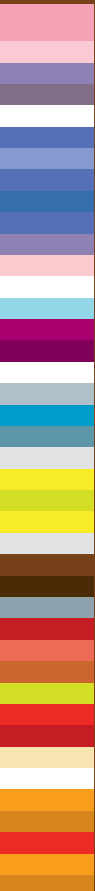
www.nfib.com/page/YoungEntrepreneurFoundation

Youth Entrepreneurs Kansas

www.yeks.org

Youth Venture

www.youthventure.org



ENTREPRENEURIAL RESOURCES ON THE INTERNET

ENTREPRENEURIAL RESOURCES ON THE INTERNET

www.entrepreneurship.org

A one-stop resource for entrepreneurs on the Web with information on the following business topics:

- Accounting & Finance
- Human Resources
- Marketing & Sales
- Products & Services
- Business Operations
- The Entrepreneur
- Public Policy
- Entrepreneurship Law

www.uspto.gov

A comprehensive resource for entrepreneurs who have intellectual property and want to pursue patents and/or trademarks. The site offers background on how to apply for patents and/or trademarks and provides details on intellectual property law and policy.

www.ownyourownventure.com

An excellent resource for entrepreneurs in the early stages of business development. The site offers free equity investment tools as well as information that will help new ventures make the best decisions possible.

www.sba.gov

The Small Business Administration's Web site with information on the following topics:

- Business planning
- Financial information and assistance
- Training
- Laws and regulations
- Local resources

http://entrepreneur.meetup.com/cities/us/mo/kansas_city

Kansas City has a number of MeetUp groups with a focus on entrepreneurship. Visit this Web site to find the various groups that meet around the greater Kansas City area.

www.irs.gov

The Web site of the Internal Revenue Service, this site includes information on:

- Taxes
- Forms and publications
- All phases of business ownership
- Different types of businesses, including small businesses and corporations
- Programs and workshops

www.jocolibrary.org

The Web site for the Johnson County Library offers a wealth of research resources, including databases, on-line manuals and directories as well as Web site links for the aspiring entrepreneur.

www.kclibrary.org

The Kansas City Public Library offers a wealth of business resources for the entrepreneur including:

- Research databases
- Business books
- Classes and workshops
- Grants research

www.kssos.org

The Web site of the Kansas Secretary of State, this site tells you everything you need to know about owning and operating a business in the state of Kansas.

www.sos.mo.gov

The Web site of the Missouri Secretary of State, this Web site contains a wealth of information for Missouri business owners.

www.annualcreditreport.com

A central Web site that allows you to request a free credit report every 12 months from each of the nationwide consumer credit reporting agencies.



LOCAL AND NATIONAL PUBLICATIONS
WITH RESOURCES FOR ENTREPRENEURS

LOCAL AND NATIONAL PUBLICATIONS WITH RESOURCES FOR ENTREPRENEURS

Local Publications:

- *Ingram's Magazine*
(monthly magazine focused on Kansas City business and civic issues)
- *Kansas City Business*
(monthly publication focused on Kansas City area businesses)
- *Kansas City Business Journal*
(weekly newspaper focused on Kansas City business issues)
- *Kansas City Small Business Monthly*
(monthly available free in libraries and other locations)
- *Kansas City Small Business Monthly's Thinking Bigger Guide – Annual Resource Guide for Entrepreneurs*
- *Kansas City Star, Business Section*
(Daily newspaper, with regular business section)

National Publications:

- *Black Enterprise magazine*
- *Entrepreneur magazine*
- *Fast Company magazine*
- *Inc. magazine*



NOTES

Build a Stronger America

Join the Entrepreneurs' Movement

As an entrepreneur, **YOU** are the key to a sustained recovery:

- > To grow the economy
- >> To create jobs
- >>> To revitalize America

*Speak up for entrepreneurs—
join the Entrepreneurs' Movement.*

Join Now

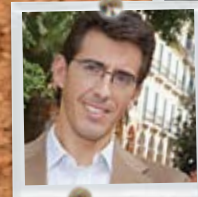
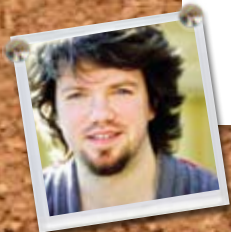
Visit the Movement Web site to sign up and show your support.

Speak up
for entrepreneurs,
and join the
**Entrepreneurs'
Movement!**

BuildAStrongerAmerica.com
AN INITIATIVE OF THE KAUFFMAN FOUNDATION

Share Your Story

Upload a 60-second video showcasing your idea. Your video could be featured on the Movement Web site!



BuildAStrongerAmerica.com

An initiative of the Ewing Marion Kauffman Foundation