

**Next meeting: 10:30 a.m. on Tuesday, March 20 at the WSU Metro Complex****Organization Reports****Kansas Department of Commerce Community Development (Renee Lippincott)**

Renee updated us about changes within the Kansas Department of Commerce. The rural and business development divisions will work more closely together. Renee will be able to address business concerns as well as community and rural concerns and Bob Fettke will be able to address community and rural concerns as well as business concerns.

**Wichita Metro Chamber of Commerce (Phyllis Robertson)**

Phyllis announced a three-part series of webinars for March and April that will focus on financing options. Network Kansas will speak about Kansas Multiplier Funds, Wayne Bell will discuss SBA loan programs, and a representative from Wichita Technology Corporation will address angel investment and venture capital.

**Kansas World Trade Center (Ella Reusser)**

Ella started with the KWTC four weeks ago. She will be working with the Wichita-Wuxi Eco Partnership between the City of Wichita and the City of Wuxi, Jiangsu Province, PR China. The partnership focuses on the exchange of best practices regarding clean water and wind energy. Ella also mentioned that the KWTC will continue to offer workshops on a variety of topics and that a schedule will be available soon.

**Sedgwick County Economic Development (Sherdeill Breathett)**

Sherdeill mentioned that he expects additional downsizing in county economic development and that his work load is increasing. He visited Clearwater last night to help leaders with community planning. The Foreign Trade Zone is in full phase, and he is working with companies to take advantage of the benefits.

**City of Wichita Department of Finance (Chris Haislett)**

Chris told us about upcoming workshops. "How to Do Business with the City of Wichita and USD 259" will be offered on March 26 at the Evergreen Neighborhood City Hall. A "Mini Procurement Match Making Event" will be offered on May 16.

**Heartland Procurement Technical Assistance Center (Ross Draney)**

Ross reported that Heartland PTAC helped companies land contracts worth \$146 million last year. Ross is working with disadvantaged companies to take advantage of opportunities with the airport terminal project.

Ross also circulated a schedule for "Competing for Government Contracts – Basic Training." It will be offered at the Wichita City Building from 1:30-4:30 on February 23, March 28, April 27, May 30 and additional dates.

**City of Haysville (Dave New)**

Dave works with community and economic development for the City of Haysville. He reported that a hotel and computer store opened last week and that a McDonald's would open in March. He is looking for ideas that will help Haysville businesses.

**SCKEDD (Christie Henry)**

Christie circulated a brochure that provides an overview of SCKEDD programs. She encouraged us to make referrals to their Rural Business Development Loan Program. Businesses located in a rural area with less than 50,000 in population can apply for up to \$50,000. Technical assistance is offered through the program.

**Wichita Technology Corporation (Bruce Goodwin)**

Bruce explained that the primary focus of WTC is to find investment capital for small companies. He mentioned that WTC started working with the Kansas Multiplier Fund and found it a helpful financing alternative.

Bruce attended the Kansas Pipeline annual awards dinner. Kyle Johnson, with Audio Anywhere in Lawrence, was announced Innovator of the Year. The first Pipeline Regional Class includes two entrepreneurs from Wichita: Mark Allen with EnerTech and Brandon Shuey with FlipHound.

### **IRS (Desiree Frierson)**

Desiree replaced Marian Adams as Taxpayer Advocate when Marion retired at the end of 2011. Desiree described her role as helping taxpayers who experience hardship. The filing season started January 17, and Desiree expects a large influx of clients soon.

### **Center for Economic Development and Business Research (Mary Jane Townsend)**

Mary Jane told us that the Economic Outlook Conference will be held on October 11 at Century II. She also told us the CEDBR website shows an updated 2012 forecast and user friendly 2010 census data.

### **Small Business Environmental Assistance Program (Nancy Larson)**

Nancy noted that SBEAP is funded through a contract with the Kansas Department of Health and Environment and serves as its non-regulatory arm. Nancy works out of an office in Wichita. She helps small businesses comply with environmental regulations and identify pollution prevention opportunities.

Nancy told us about an opportunity for our organizations to work with E3. E3 - Economy, Energy, and Environment – is a coordinated federal and local technical assistance initiative that helps communities work with their manufacturing base. The E3 brochure is available at: [http://www.e3.gov/docs/e3\\_brochure.pdf](http://www.e3.gov/docs/e3_brochure.pdf). Nancy circulated a sign-up sheet so that those interested could provide contact information. She plans to set up a conference call to provide details about the program and about opportunities for our involvement. If you are interested and did not have a chance to sign up, please email Nancy at [nlarson@ksu.edu](mailto:nlarson@ksu.edu).

### **Small Business Administration (Wayne Bell)**

Wayne told us that his office will drop from 11 to six staff members next month due to early retirements. He will be able to fill some of the vacant positions.

Wayne explained that the SCORE monthly meeting is open to anyone interested. The next meeting is scheduled for 11:30-1:00 on Thursday, February 9 at Villar's Mexican Restaurant, 1930 S. Oliver. SBA will offer a 7(j) workshop on Marketing Your Small Business to the Federal Government on May 3.

Wayne noted that the WSU Center for Innovation and Enterprise Engagement (CIEE) received a \$2 million grant to support efforts to jumpstart advanced manufacturing in the area. SBA and CIEE plan to offer an SBIR event in March. If you know of SBIR grant recipients who might be willing to present at the event, please send the names to Wayne. Wayne also mentioned plans for another Kansas Business Matchmaker in August.

Wayne told us about the Rural Grocery Summit that will be held June 5-6 at the Hilton Garden Inn in Manhattan. Summit organizers will accept presentation proposals through March 1.

Wayne reported on efforts to establish a Network Kansas E-Community in Wichita. E-Communities enable local communities to establish advisory boards and lending committees to loan business owners gap financing.

### **MAMTC (Maribel Asensio)**

Maribel started her position two weeks ago. She will take over providing business assistance in the Wichita area so that MAMTC staff members from the Overland Park area do not need to routinely travel to this area.

The Innovation Engineering Leadership Institute program will be offered in Wichita May 21-23. Doug Hall will personally lead the event. The cost per participant is \$500. Contact Maribel for additional information.

### **Kansas Small Business Development Center (Marcia Stevens)**

I circulated our current Seminar Alert. We will offer several workshops in February for businesses interested in marketing online more effectively. You will find details on <http://www.wichia.edu/ksbdc>. I also circulated a calendar of area business events. Please send me any changes or updates.