

First Friday e-Call

K-State Research and Extension

May 6, 2022

Presented By:

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Bailee Henry, Product Manager, E-Community Programs



Patterson Family Foundation

- Family-led Foundation extending the legacy of Neal and Jeanne Patterson
- Neal Patterson – Co-Founder of Cerner
- Co-Owner of Sporting KC
- Passed away in 2017





Entrepreneurship (E-) Communities

- 3 regional loan funds (66 local financial review boards)
- 811 loans totaling \$26.2M to 773 businesses (as of 3/31/22)
 - 18% of total loan package
 - Leveraged \$121.2M other capital
 - 47% in towns with population <5K (12% of those <1K)
 - 42% startups, 32% expansions, 21% purchase
 - 29% retail, 18% restaurant, 5% manufacturing, 48% service
 - 12% business failure rate (93 of 773 businesses. 38 of 93 still paying/paid off)
 - \$2.62M failed loan amount, \$1.06M the actual write-off amount since inception
 - 28% of all loans (businesses active & failed) have paid in full (233 of 811 loans)
 - \$6.28M paid in full



Patterson Family Foundation



- \$500,000 grant (Calendar Year 2022, roll-out mid February)
- Hiring of one additional E-Community coach
 - Janet Miller (Cherokee County Economic Development Director)
- Remainder to be used as a grant
 - A portion of each approved E-Community loan converted to a grant (15% or 20%)
 - Two primary benefits:
 - Allow E-Community loan funds to have a longer runway
 - Benefit rural Kansas businesses
 - Thru 2+ months, \$382,100 E-Community loans
 - \$65,540 converted to grant
 - 11 different E-Communities have participated



Patterson Family Foundation



- Patterson Family Foundation
 - Up to 20% Grant
 - Calendar year 2022
 - Based on Financial Review Team Score Rubric

Criteria	Strength (1-4)	Weight (% of total)	Weighted Score
Financial Soundness		15	0
Owner/Operator Experience		10	0
Business Plan		10	0
Projected Growth & Economic Impact		25	0
Business Development Partnerships		10	0
Quality of Life Impact		10	0
Owner/3rd Party Funding		10	0
Community Commitment		10	0
TOTAL	0	100	0
ONLY FILL IN BLUE PANEL			
Formula:		Eligible for 20% Grant	100-85%
Weight / Max * Strength = Weighted Score		Eligible for 15% Grant	79-80%
		Not Eligible for Grant	59-0%

Local Funds

E-Community Loan Funds
 Up to \$45,000
 Must be located in an E-Community
 Match Criteria: Funds can be up to 60% of the project total, matching a bank loan or public capital.
 Finance terms:

- 1 - 5 years, 3% interest
- 6 - 10 years, 4% interest

Questions?



The Youth Entrepreneurship Challenge Series

**How NetWork Kansas took a grassroots approach
to youth entrepreneurship**

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The Youth Entrepreneurship Challenge (YEC) Series

The NetWork Kansas Model



What is the YEC Series?

The Youth Entrepreneurship Challenge (YEC) Series is a sequence of community-based entrepreneurship competitions for students in grades 6 - 12, culminating in a state championship.

The YEC Series gives students hands-on experience thinking entrepreneurially by creating, developing, and presenting a business concept that addresses a problem or opportunity. Students compete against one another and have their work judged by local entrepreneurs, teachers, and other adults and prizes are awarded.

YEC Series Local Event

Local community organizers use NetWork Kansas template to plan competition and integrate prep/education for students



Students create & refine business concepts – with assistance from teachers and/or mentors



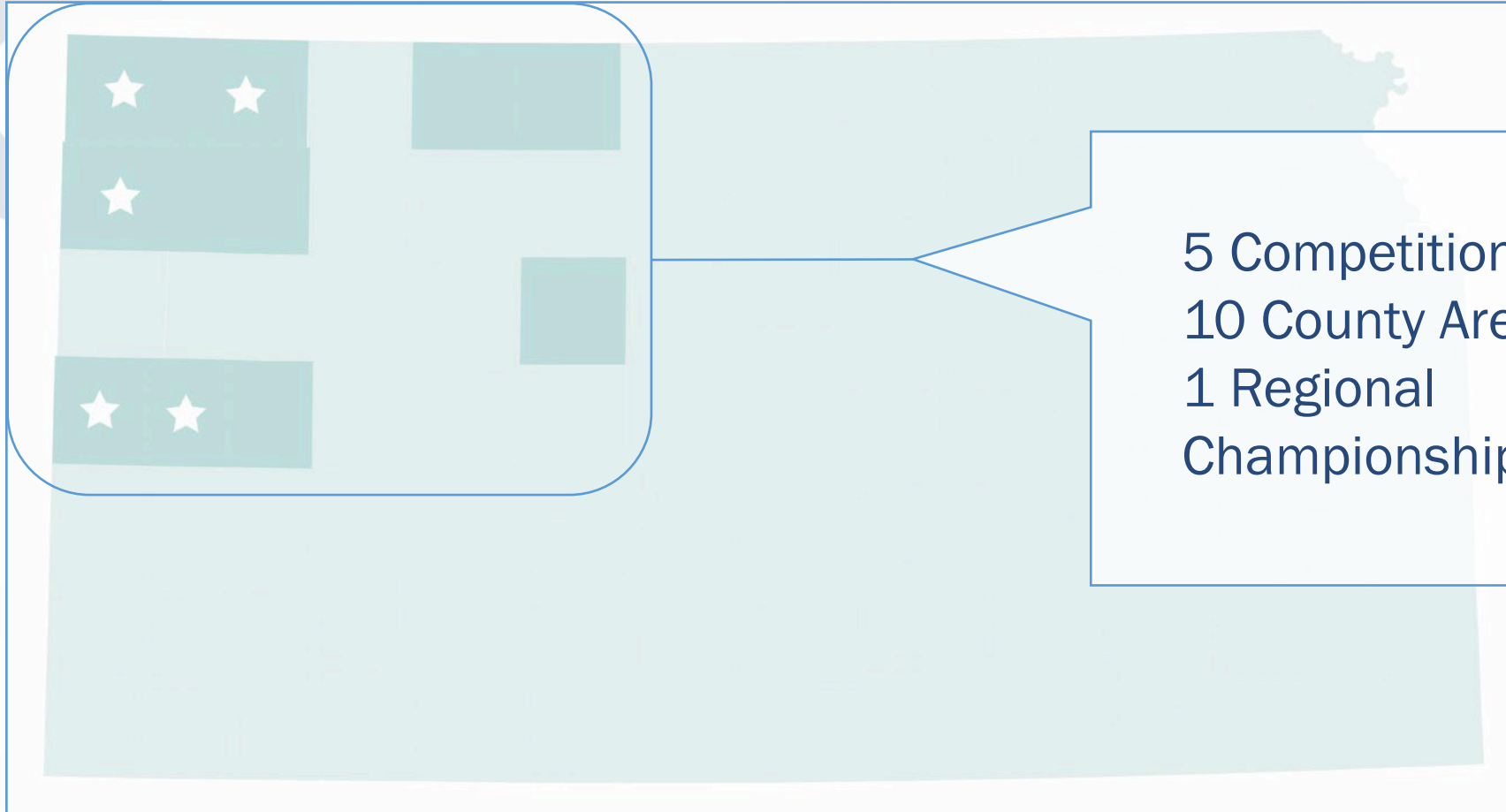
Local competition! Students compete and have their work judged, and prizes awarded.



State Championship

Cattle feed Digital hunting arrows
Popcorn Zombie pizza restaurant
Wedding planning GRILL BRUSH Bracelets
BATH BOMBS Dog boarding
Engraving Social media marketing
Custom hangers Photography Eggs
MEXICAN RESTAURANT Welding
Lip balm Agricultural drone Bread mix
Recycled rubber shoes
Drone photography Paintings
Meal box Bundt cakes

2013



5 Competitions
10 County Area
1 Regional
Championship

2021-22

- 9 academic years
- 263 total competitions
- More than 5,100 total participants
- 2022 -
 - 51 competitions
 - 1,057 participants at local level



The YEC Series Today

- 2022: 1,057 students participated in 51 locally-hosted competitions
- Partnered with university for statewide championship
- Host an annual YEC Summit for educators and community organizers
- Standardized format and sanction process
- Open to others with \$1,500 license
- \$250 teacher prizes
- Executive summary, formal presentation, optional extra events
- Variety of educational approaches all the way up to full year classroom

Why Youth Entrepreneurship – Benefits for Students

- Applied entrepreneurship = experiential learning
- Creativity, critical thinking, confidence
- Facilitated, self-directed learning
- Grow support network
- Encounter and overcome challenges
- Encourages connection to the local community



Why Youth Entrepreneurship – What teachers are saying..



“It's such an amazing experience for our students! The YEC Series is an opportunity for students to get away from the textbook and **apply real word skills.**”

- Chase Topliff, Business/Marketing Instructor, Goodland Jr/Sr High School



- Online entrepreneurship competition management system
- Launched to the public on July 27th, 2020
- Organizational tool with suite of resources for competition planning
- Competition platform including scoring rubrics, etc.
- Can be used for entrepreneurship or business competitions



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Questions?

