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Black History Month Business Stats & Resources



Black entrepreneurs start businesses at higher rates than other groups and have high rates of female entrepreneurship, according to analysis by researchers at Babson College.

- **SBA's 8(a) Program** helps businesses that are owned by socially and economically impacted individuals. Learn more [here](#). Access the Kansas SBDC webinar library to learn more about the 8(a) Program [here](#).
- U.S. Department of Commerce's **Minority Business Development Agency (MBDA)** helps provide customized business development and industry-focused services to provide greater access to capital, contracts, and markets. Learn more [here](#).

The Kansas SBDC Capital Access Center

Current Kansas SBDC clients have access to many resources, including the **Capital Access Center (CAC)**.

Clients are guided and advised by banking and loan experts who have had experience in multiple levels of banking and know how to find the best solution for clients' small business needs.



The CAC works with many types of loan and financing partners such as conventional loans, SBA lending programs, non-bank financing, as well as working with local financing partners.

The CAC provides many services including:

- **Loan Screen Eligibility:** Using the "6 C's" considered by most lenders, loan experts at the CAC will evaluate the eligibility of a loan.
- **Test Review & Lending Options:** The CAC will work with clients to run mock underwriting scenarios to find the best options available.
- **Guidance Through the Loan Process:** CAC experts provide ongoing assistance to help clients get the targeted loan, as well as saving time and frustration along the way.
- **Training & Education:** The CAC will help clients prepare to meet with lenders and provide the necessary training to help identify and target loans that are available.

To learn more about the Capital Access Center, visit www.capitalaccesscenter.com

Kansas SBDC Client Shout Out

Simon Meat Locker LLC



Simon Meat Locker, LLC is a company based in Olsburg, KS headed by Cody Simon that services local livestock producers to provide locally raised meat products to consumers through custom processing of beef, pork, lamb, and goat.

This company is a Kansas Department of Agriculture inspected facility that allows producers to sell their products anywhere in Kansas. They offer custom label printing, allowing producers to create their own label that the company prints to create product bundles to sell at the producer's convenience.

Due to the pandemic, many custom processors decided to suspend wild game processing to accommodate the influx of livestock producers that needed alternative markets to sell their animals.

Simon Meat Locker, LLC will offer custom processing of wild game in the heart of Northeast Kansas in Flint Hills. With close access to over 12,000 acres of public hunting land, this area of Northeast Kansas brings hunters from all over the United States in search of whitetail hunting opportunities.

With the help of the Kansas SBDC, they have been able to thoroughly vet their company and create their own roadmap to success. After working with Vincent Haworth, Kansas SBDC Capital Access Center Director, and Les Streit, Washburn University SBDC Advisor, the company was able to get constructive feedback on their business plan and received help interpreting what someone with a banking background looks for in potential clients. Simon Meat Locker, LLC was then able to confidently share its aspirations with financial institutions.

Simon notes that the Kansas SBDC can help companies get through the overwhelming feelings of opening a business with helpful services.

"With Vince and Les' help, we created a business plan that not only helped with financing eligibility but also set up the business for long-term success," Simon said. "We look forward to utilizing the SBDC for their many other services for our new and developing business."

2022 KANSAS HEMP CONFERENCE



Designed to address all aspects of seed selection and recommended planting strategies, participants will have the chance to ask questions and hear directly from area experts.

This event is free, online, and open to the public.

FEBRUARY 22 | 2:00 P.M.

[Register](#)

Upcoming Virtual & In-Person Events

Virtual events (Free unless noted)

- Feb 3, 9:00am - [QuickBooks Online: The Basics](#) (cost: **\$119, registration fee is non refundable**)
- Feb 3, 1:00pm - [QuickBooks Online: The Details](#) (cost: **\$119, registration fee is non refundable**)
- Feb 3, 6:00pm - [3M: Money, Market, and Management](#)
- Feb 8, 12:00pm - [Lending 101](#)
- Feb 8, 4:00pm - [Profit Mastery](#)
- Feb 9, 12:00pm - [Startup and Start Right](#)
- Feb 10, 6:00pm - [Succession Planning](#)
- Feb 15, 9:00am - [Are You Ready for SBA's 8\(a\)/BD Program](#)
- Feb 15, 10:30am - [Located in a HUBZone - Get Certified](#)
- Feb 15, 4:00pm - [Profit Mastery](#)
- Feb 16, 9:00am - [Woman-Owned Small Business Federal Contracting Program](#)
- Feb 16, 10:30am - [Are You a Good Fit for SBA's Mentor Protégé Program?](#)
- Feb 17, 6:00pm - [Know the Numbers](#)
- Feb 22, 9:00am - [State Tax Webinar](#)
- Feb 22, 1:00pm - [State Tax Webinar for Construction Contractors](#)
- Feb 22, 4:00pm - [Profit Mastery](#)
- Feb 23, 12:00pm - [Building Your Brand Story](#)
- Feb 24, 9:00am - [What Do Business Lenders Want](#)

Facebook Live Event

Tune in on Thursday, February 24th at 9 am on our [Kansas SBDC Facebook Page](#) for our next Facebook live event.

Vince Haworth, Director of the Kansas SBDC Capital Access Center, will cover all the boxes you need to check when seeking capital for your business including the documentation needed, credit requirements, loan programs available, and more.



In-Person (Free unless noted)

- Feb 2, 1:00pm (Iola)- [How to Start Your Business](#)
- Feb 10, 11:30am (Dodge City)- [How to Hire Your First Employee](#)
- Feb 16, 1:00pm (Iola) - [Tech Commercialization 101](#)
- Feb 24, 11:30am (Dodge City)- [Fundamentals of SEO](#)

To register for our upcoming virtual and in-person events, [click here](#)



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Forward to a Friend!

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Questions? Don't hesitate to contact our 7 day-a-week assistance line at (800) 949-7661
For Espanol, call (800) 707-0580