SERVICE DESCRIPTION

Minority & Women Business Multiplier Fund

The Minority and Women Business Multiplier Loan Fund is a service of the Kansas Center for Entrepreneurship (DBA NetWork Kansas) administered through the Kansas Department of Commerce

NetWork Kansas
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1.0 Introduction

The mission of the Minority and Women Business Multiplier Fund is to partner with local and/or regional business support providers ("NetWork Kansas Partners") in gap financing assistance to minority- and women-owned businesses (MBE/WBE) and other disadvantaged business enterprises (DBE) that are in need of access to additional capital. Prior to submitting an application, the business owner must have obtained a MBE (Minority Business Enterprise), WBE (Women Business Enterprise) or DBE (Disadvantaged Business Enterprise) certification from the Kansas Department of Commerce Office of Minority and Women Business Development. Businesses must also meet eligibility criteria set forth by the US Department of Treasury through the State Small Business Credit Initiative as detailed in Appendix A.

The Minority and Women Business Multiplier Fund is a program that provides matching funds through its partner network to eligible businesses in communities across Kansas. The program is a service of the Kansas Center for Entrepreneurship DBA NetWork Kansas and its partner network. NetWork Kansas was established as a component of the Kansas Economic Growth Act of 2004 to further entrepreneurship and small business growth as a priority for economic and community development in the state of Kansas. Entrepreneurs and existing small businesses access the Minority and Women Business Multiplier Fund by working closely with local or regional financial institutions, NetWork Kansas partners, and angel investment networks. Backed by more than 500 partners statewide, the NetWork Kansas service promotes an entrepreneurial environment by connecting entrepreneurs and small business owners with the expertise, education and economic resources they need in order to succeed.

"NetWork Kansas Partners": Entrepreneurs may only access Capital Multiplier funds by working with NetWork Kansas partners. Examples include the Kansas Department of Commerce, certified development companies, University Centers of Excellence, state entrepreneurial centers, the Kansas Bioscience Authority (KBA), Main Street Kansas organizations, Chambers of Commerce, SBA, USDA, economic development agencies, and other non-profit organizations charged with assisting for-profit businesses in Kansas.

This service description provides information concerning the Minority and Women Business Multiplier Fund.

The Minority and Women Business Multiplier Fund: Through the partner network, businesses can apply for matching loans up to 20% of the private capital invested. Private capital invested includes the amount of the loans provided by financial institutions, certified development companies, and other sources of private lending. Private capital also includes the entrepreneurs' investment and funds provided by angel investors and angel investor groups.

The minimum multiplier loan amount is $25,000, which requires at least $125,000 in private capital invested to apply. The maximum multiplier loan amount is $100,000. Credit cannot be extended for loans with principal amounts in excess of $20 million. Loan terms are subject to the parameters set forth in the table below. There is no penalty for early repayment of the loan.

For all loans, the maximum loan term is 10 years. The interest rates are fixed and are determined by the length of the loan. Refer to the table below for details.

Terms
3%, 1-5 years
5%, 6-10 years

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The Minority and Women Business Multiplier Fund will feature an appointed committee to review loans that includes but is not limited to a banker who is a member of the Kansas Bankers Association, a banker who is a member of the Kansas Community Bankers Association, two representatives of certified development companies who are NetWork Kansas partners, a Kansas Department of Commerce representative, a Network Kansas representative, and a NetWork Kansas board of director. Committee members may represent more than one of these particular groups or organizations (example: a banker who is a member of the KBA and is also a board director for NetWork Kansas). See Appendix C for committee members who have been appointed.

Qualified NetWork Kansas partners will administer loans under the terms of the loan and will receive administration fees.

2.0 Roles and Responsibilities

It is important to understand the roles of the Minority and Women Business Multiplier Fund and the NetWork Kansas Partner in the process of providing funding to entrepreneurs:

1. The Minority and Women Business Multiplier Fund provides funding through certain qualified local and regional non-profit organizations. The applying organization must be a NetWork Kansas Partner.
2. Each dollar provided through the Minority and Women Business Multiplier Fund must be matched by five dollars of private capital.
3. When Multiplier Funds are provided to a business by the Partner, if for some reason the funds or a portion of the funds are not utilized by the approved business and are returned to the Partner, the funds shall be returned within sixty days.
4. All Multiplier Funds and matching funds must be passed through to the business as cash.

NetWork Kansas Partners shall be the initial point of contact for any business receiving Multiplier funds. The advantages of this approach are:

Clearly defined accountability: Better utilization of the partner and regional organizations will improve ongoing management of financial resources, facilitate increased direct interaction with the business, and enhance the opportunity for a successful implementation.

Community/Business connection: the success of participating entrepreneurs will be enhanced by assistance within each local area. This can be accomplished most effectively through local and regional organizations who are involved in each particular area.

3.0 Criteria for Submission and Partner Responsibilities

It is the duty of NetWork Kansas to assist partners with businesses approved for funding and then closely track the successes and failures. Tracking will be done by the NetWork Kansas staff and will consist of a follow-up report due every twelve months after a check has been disbursed. NetWork Kansas will track each business until the loan has been paid back. The result will be to learn the keys to success in operating a successful small business, determining the economic impact of the capital multiplier program on the state, and to continue improving all aspects of the funding program. It is the goal of NetWork Kansas to improve the results over time by learning from each project. As a requirement by the U.S. Department of the Treasury, NetWork Kansas will also provide results of the report to U.S. Department of the Treasury in an annual report.

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In some instances the applying partner organization and the loan service provider will be the same organization and some instances they will be two separate organizations. The “applying partner organization” will submit the application on behalf of the final recipient or borrower. By supplying the application, the applying partner has confidence in the business and its ability to repay the debt. The “loan service provider” will package, close and service the loan until it is paid in full. Service providers that are not the applying partner organization will have a contract in place with NetWork Kansas for the loan service being provided.

There are two sets of criteria for the approval of funding: 1) Criteria set forth by the Board of Directors of the Kansas Center for Entrepreneurship and its partner network and 2) Criteria set forth by the US Department of the Treasury through the State Small Business Credit Initiative.

Criteria and responsibilities include the following:

1. The applying partner must provide an explanation showing how the funds will be used by the eligible business entity.

2. The applying partner will ensure that the funds will be utilized by a qualified business as set forth by the Kansas Center for Entrepreneurship Board of Directors, including by not limited to ensuring the business is a certified by the Kansas Department of Commerce as a Disadvantaged Business Enterprise (DBE), a Minority Business Enterprise (MBE), a Women Business Enterprise (WBE) prior to submitting an application for funding.

3. The applying partner will ensure that the business meets the criteria set forth by the US Department of Treasury through the “Guidelines for State Small Business Credit Initiative” document published in December of 2010 and revised on January 23, 2014.

4. The applying partner must join the NetWork Kansas database of organizations providing services to Kansas entrepreneurs and small businesses.

5. The application submitted by the applying partner should relay the type of business and business category, how the funds will be utilized to add jobs, increase tax revenue, and/or improve the overall quality of life to a Kansas community. The application will also specify whether the business receiving funds is a startup or existing business.

6. Upon approval, the applying partner organization and or the service provider will provide proof of all capital as listed on the application. The service provider will package the loan and supply closing documents to NetWork Kansas. A personal guaranty is required for all owners with 20% or more ownership in the business.

7. The applying partner, service provider, borrower and NetWork Kansas CEO will sign an award agreement. Appendix B provides a certification from the award agreement required by the U.S. Department of the Treasury.

8. The service provider will receive a check from NetWork Kansas to disburse to the business.

9. If the service provider determines they cannot move forward with the application proposal under the terms in the proposal, the funds will be returned to NetWork Kansas.

10. The service provider will receive loan payments from the business to redistribute to NetWork Kansas. Administration charges do apply and NetWork Kansas will pay a monthly service charge to cover expenses associated with closing the loan and receiving payments.

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11. If the business is having difficulty making payments toward their loan, the service provider will work with the business to find a workable payment plan. In the event of default by the business, NetWork Kansas will direct collection action.

12. The applying partner will assist the Center, as needed, with obtaining year end jobs and sales revenue data.

4.0 Evaluation Criteria

Proposals for funding submitted by the applying partner organization will be evaluated by a quorum of the Kansas Capital Multiplier Loan Committee.

The Committees will review each proposal based upon the following criteria:

1. Adherence to the criteria and the requirements set forth by the Kansas Center for Entrepreneurship Board of Directors, its partner network, and the U.S. Department of the Treasury through the State Small Business Credit Initiative.

2. Explanation of the business and the specific need and uses of funding.

3. Projected sales or sales growth and any projected employment growth.

4. The percentage of the private funding match.

5. The presence of any additional NetWork Kansas partner funding.

6. The applying partner demonstrates the capacity to support the business and the proposal and provide the required feedback to NetWork Kansas.

7. The applying partner demonstrates ability and/or capacity to collaborate with NetWork Kansas and other NetWork Kansas partners.

8. Local support: the proposal demonstrates local support for the business through cooperation of organizations and community leaders.

9. Purpose of funds: The primary purpose of Minority and Women Business Multiplier Funds is to provide matching funds for the startup, expansion, or retention of operations and does not include third party work for business plan development or other consulting services.

5.0 Evaluation Deadlines and Notifications

Applications can be downloaded from the NetWork Kansas website at any time and can be submitted via email at any time throughout the year.

The Kansas Capital Multiplier Committee meets monthly via conference call, email, or in person as determined by the Committee.

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Appendix A

Eligible Businesses:

Businesses eligible for Minority and Women Business Multiplier Funds include for-profit new and existing small businesses, with 500 or fewer employees. Credit can only be extended for loans with principal amounts equal to or less than $20M. Funds will be provided for eligible business purposes.

Eligible business purposes include, but are not limited to, start-up costs, working capital, asset acquisitions, franchise financing, equipment loans, inventory financing, commercial real estate acquisitions, construction and expansion.

The proceeds of loans financed through the Kansas Capital Multiplier Fund shall not be used for the following prohibited purposes (in addition to the prohibited purposes in Section 3005(e)(7) of the Small Business Act):

1. Refinancing existing debt where the lender is in a position to sustain a loss and the government (state and/or federal) would take over that loss through refinancing.

2. Effecting a partial change of business ownership or a change that will not benefit the business.

3. Permitting the reimbursement of funds owed to any owner, including any equity injection or injection of capital for the business's continuance.

4. Repaying delinquent state or federal withholding taxes or other funds that should be held in trust or escrow.

5. Financing a non-business purpose.

6. Refinancing existing debt already outstanding that had been extended by NetWork Kansas, the bank, or its affiliate(s).

7. Acquisition of or holding passive investments such as commercial real estate or purchasing securities.

8. Lobbying activities

9. Increasing pool of funds that generate tax credits

10. Directly enrolling any portion of SBA-guaranteed loans

11. Eligible business occupying and using less than 50% of total rentable square footage (60% for new construction)

12. Eligible business whose operating company has written a lease with a term less than the term of the Multiplier-supported financing

13. Eligible business where the property is owned by a holding company and the operating company occupies less than 100% of the total rentable square footage

14. Enrolling a project in more than one Approved State Program (including the Multiplier Program) for the same loan purpose

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In addition, the Department of Commerce shall prohibit the proceeds of loans financed through the Kansas Capital Multiplier Fund from being used to finance the following ineligible businesses:

1. Real estate investment firms, when the real property will be held for investment purposes as opposed to loans to otherwise eligible small business concerns for the purpose of occupying the real estate being acquired.

2. Firms involved in speculative activities that develop profits from fluctuations in price rather than through the normal course of trade, such as wildcatting for oil and dealing in commodities futures, when not part of the regular activities of the business.

3. Firms involved in lending activities, such as banks, finance companies, factors, leasing companies, insurance companies (but excluding agents of insurance companies), and any other firm whose stock in trade is money.

4. Pyramid sales plans, where a participant's primary incentive is based on the sales made by an ever-increasing number of participants.

5. Firms engaged in activities that are prohibited by federal law or applicable law in the jurisdiction where the business is located or conducted. Included in these activities are the production, servicing, or distribution of otherwise legal products that are to be used in connection with an illegal activity, such as selling drug paraphernalia or operating a motel that knowingly permits illegal prostitution.

6. Gambling activities, including any business whose principal activity is gambling. While this precludes loans to racetracks, casinos, and similar enterprises, the rule does not restrict loans to otherwise eligible businesses, which obtain less than one-third of their annual gross income from either the sale of official state lottery tickets under a state license, or legal gambling activities licensed and supervised by a state authority.

7. Charitable, religious, or other non-profit or eleemosynary institutions, government-owned corporations, consumer and marketing cooperatives, and churches and organizations promoting religious objectives are not eligible.

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APPENDIX B

Certification from the Award Agreement

This agreement is, between *Applying Partner Organization*, hereafter referred to as the "Provider" and the Kansas Center for Entrepreneurship Inc., hereafter referred to as "The Center". The program being utilized for funding is the Minority and Women Business Multiplier Loan Fund, hereafter referred to as "MWB". The purpose of the award supplies capital to *Company x*, hereafter referred to as "Client". If the Provider is not servicing the loan, the entity that services the loan will hereafter be referred to as "Service Provider".

Client Certification

The Center is providing funds to the Client by means of the Provider or Service Provider in order for the Client to execute the project for the expressed purpose and in accordance with the Application for Funding, the Award Agreement, and the Appendices. Any other use of these funds is prohibited. The Client hereby certifies the following:

1. The loan proceeds will be used for a "business purpose." Business purpose includes, but is limited to, startup costs, working capital, business procurement, franchise fees, equipment, inventory, as well as the purchase, construction renovation or tenant improvements of an eligible place of business that is not for passive real estate investment purposes. The definition of business purpose excludes: activities that relate to acquiring or holding passive investments, such as commercial real estate ownership and the purchase of securities; and lobbying activities, as defined in Section 3(7) of the Lobbying Disclosure Act of 1995, P.L. 104-65, as amended.

2. The loan is not:

    a. Being made in order to place under the protection of the approved MWB prior debt that is not covered under the approved MWB and that is or was owed by the Client to the Provider and/or Service Provider or Provider or Service Provider Affiliates.

    b. A refinancing of a loan previously made to that Client by the Provider and/or Service Provider or Provider or Service Provider Affiliates.

    c. For an eligible business occupying and using less than 50% of total rentable square footage (60% for new construction)

    d. An eligible business where the property is owned by a holding company and the operating company occupies less than 100% of the total rentable square footage

    e. For an eligible business whose operating company has a written lease with a term less than the term of the Multiplier-supported financing

3. No principal of the Client, Provider or Service Provider has been convicted of a sex offense against a minor (as such terms are defined in section 111 of the Sex Offender Registration and Notification Act (42 U.S.C. 16911)). For the purposes of this certification, "principal" is defined as "if a sole proprietorship, the proprietor; if a partnership, each partner; if a corporation, limited liability company association or a development company, each director, each of the five most highly compensated executives, officers, or employees of the entity, and each direct or indirect holder of 20% or more of the ownership stock or stock equivalent of the entity."

4. The lender is not attempting to directly enroll any portion of SBA-guaranteed loans.

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5. The loan proceeds will not be used to:

    a. Repay a delinquent federal or state income taxes unless the Client has a payment plan in place with the relevant taxing authority

    b. Repay taxes held in trust or escrow, e.g. payroll or sales taxes

    c. Reimburse funds owed to any owner, including any equity injection or injection of capital for the business' continuance

    d. Purchase any portion of the ownership interest of any owner of the business

    e. Increase the pool of funds that generate tax credits

6. The Client is not:

    a. An executive officer, director, or principal shareholder of the Provider or Service Provider

    b. A member of the immediate family of an executive officer, director, or principal shareholder of the Provider or Service Provider

    c. A related interest of any such executive officer, director, principal shareholder, or member of the immediate family.

For the purposes of these three Client restrictions, the terms "executive officer", "director", "principal shareholder", "immediate family", and "related interest" refer to the same relationship to a financial institution lender as the relationship described in part 215 of title 12 of the Code of Federal Regulations, or any successor to such part.

7. The Client is not:

    a. A business engaged in speculative activities that develop profits from fluctuations in price rather than through normal course of trade, such as wildcatting for oil and dealing in commodities futures, unless those activities are incidental to the regular activities of the business and part of a legitimate risk management strategy to guard against price fluctuations related to the regular activities of the business

    b. A business that earns more than half of its annual net revenue from lending activities; unless the business is a non-bank or non-bank holding company Community Development Financial Institutions

    c. A business engaged in pyramid sales, where a participant's primary incentive is based on the sales made by an ever-increasing number of participants

    d. A business engaged in activities that are prohibited by federal law or applicable law in the jurisdiction where the business is located or conducted. (Included in these activities is the production, servicing, or distribution of otherwise legal products that are to be used in connection with an illegal activity, such as selling drug paraphernalia or operating a motel that knowingly permits illegal prostitution)

    e. A business engaged in gambling enterprises, unless the business earns less than 33% of its annual net revenue from lottery sales.

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APPENDIX C

Kansas Capital Multiplier Loan Committee Members

Bruce Fairbank, NetWork Kansas Partner, Independence

Bruce Fairbank is currently employed by Labette Bank in many roles including Community Development Officer. Bruce oversees the commercial government lending activities of Labette Bank in partnership with the US Small Business Administration and USDA Rural Development. Additionally, he is heavily involved in the Southeast Kansas regional efforts as president of The Southeast Kansas Prosperity Foundation and as Sec/Treasurer of SEK, Inc. Bruce has a BA in business administration from Pittsburg State University and spent his early career in the manufacturing sector. He managed the Mid-America Certified Development for ten years providing access to capital to over 155 small businesses in the southeast Kansas region.

Randall J. Hrabe, NetWork Kansas Partner, Hill City

Randy is the Executive Director of Northwest Kansas Planning & Development Commission and Pioneer County Development. He is also the current President of Kansas Certified Development Association.

Randall was born and raised in Plainville, Kansas. After high school, he attended Cloud County Community College on a basketball scholarship and graduated from Fort Hays State University with a degree in Business Administration and minor degrees in Accounting and Production Agriculture.

From 1974 through 1984, he owned and operated a family farm in the Plainville area. Then in 1984, was a branch manager and loan officer at a local credit union. In 1988, he was employed by the Northwest Kansas Planning & Development Commission as a business finance officer and later promoted to be the Executive Director in 1994. The NWKP&DC serves the 18 northwest Kansas counties, assisting in the financing for communities and counties on various infrastructure projects and have assisted in the financing of nearly $200 million in business startups/expansions and built 98 new housing units (both single family and duplexes) through the Northwest Kansas Housing organization.

Randall has been active in various local and State organizations having served as:

- Past President of a private school board
- Past President of Rooks County Farm Bureau
- Served as a director on the Rooks County ASCS committee
- Served on the Rooks County Fair Board for approx. 15 years
- Served for the last 3 years as President of the Kansas Assoc. of Certified Development Companies
- Currently serving on a rural healthcare focus committee through the United Methodist Health Ministries Fund

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Ken Daniel, NetWork Kansas Board Member, Topeka

The values of a great organization are reflected in its members. Passion for improving the lives of Kansans is one of the most prominent characteristics of NetWork Kansas and this passion is reflected in Ken Daniel, Chairman of the StartUp Kansas Committee. Within the organization, Ken's responsibilities include figuring out how to raise two million dollars per year by selling income tax credits and then distributing the funds in the form of loans and grants to businesses in rural Kansas areas.

Passion for entrepreneurship is evident in Ken's personal life as well. He serves as CEO of Midway Wholesale of Topeka, a company he founded in 1970 after graduating from the University of Central Oklahoma. Remarkably, "Being an entrepreneur is what I have done since the week I graduated from college. I have no other professional experience. I love entrepreneurs," he said. Ken's enthusiasm for entrepreneurship has not only been an asset to his professional life but is also one of his guiding values.

Ken realized early in life that it is through his business that he is able to make a difference: "I believe the most important contribution I can make with the talents and background I have is to provide good jobs to some people - my employees - and to value them and treat them with the dignity and respect they deserve."

Not only is Ken a passionate entrepreneur; he is also a strong supporter of various civic organizations. He has been an active member of the Topeka Jaycees since he first moved to Topeka and has served as a member of a variety of other organizations, including: the Active 20/30 Club; the YMCA; the YMCA Foundation; and the Construction Specifications Institute. He remains highly involved in civic life and even supports NetWork Kansas by serving as the representative to the group appointed by the National Federation of Independent Businesses.

Ken's volunteer experience helps him to understand the many facets of NetWork Kansas' outreach efforts. He explains that one of the reasons he supports NetWork Kansas is due to the valuable service it is providing to Kansans. "Our job is to help all of the other resources work better together. Our job is not to invent the wheel. It is to get all the wheels on the same wagon."

Looking to the future, Ken highlights the importance of cultivating businesses in rural Kansas. "With so much of our state being rural, it is vital that we provide the right kinds of entrepreneurial education, examples and high-risk funding to help entrepreneurs get started and thrive." He also emphasizes the importance of utilizing the vast expertise of NetWork Kansas' many resource partners as the organization continues to grow.

As a man with decades of entrepreneurial experience and a passion for helping others, Ken Daniel exemplifies the values of NetWork Kansas. He concludes by saying, "I love being part of a winning team. The board and employees of NetWork Kansas are a winning team -- one of the best I've ever worked with. All of us value small business owners and employees and appreciate the talents we have in our group." It is this kind of team spirit that makes NetWork Kansas the organization it is today.

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Tony Dellasega, NetWork Kansas Board Member, Frontenac

Commitment to family and community characterize Tony Dellasega, President of Community National bank in Frontenac, Kansas and a member of the NetWork Kansas Board of Directors. Tony's family hails from the Frontenac area and the spirit of community surpasses the generations.

After earning a bachelor of accounting degree from Pittsburg State University, Tony acquired an MBA with an emphasis on management from the University of Missouri at Kansas City and also graduated from the Kansas Bankers' Association Commercial Lending School and is an Economic Development Finance Professional from the National Development Council. Tony took these skills and returned to his roots to pursue a career in banking and economic development. Tony also remains active within the Pittsburg State community by serving as an adjunct faculty member teaching courses in Business, Operations Management, Marketing, and Organization Theory. He is also a member of the Pittsburg State University Gorilla Club and is active in a variety of other organizations.

In addition to his responsibilities as President of Community National Bank, Tony serves on the advisory board for NetWork Kansas, the Kansas Small Business Development Center, and the Kansas YMCA and is also involved with the Local Workforce Investment Board of the Kansas Department of Commerce, Knights of Columbus, the Pittsburg Area Chamber of Commerce, the Pittsburg Noon Rotary, and Our Lady of Lourdes Church.

Tony's extensive involvement with all types of organizations illustrates his dedication to his community and to Kansas. He makes this remark about his community-centric approach to business and economic development, "While there is much focus in economic development on the 'home runs' and gazelle companies, you can score just as many runs by hitting a lot of singles. It is main-street retail, small manufacturers, and service businesses that drive our economy. It is imperative for any organization involved in economic development to recognize this and to serve these types of businesses." It is this kind of passion for community growth that makes Tony Dellasega such an important asset to his small town and to NetWork Kansas.

Erik Pedersen, NetWork Kansas Director of E-Communities, Andover

As Director of Entrepreneurial (E-) Communities, Erik is responsible for all aspects of recruiting new ECommunities as well as working with the current E-Communities to ensure successful implementation and growth. Erik's work experience focuses on the overall operation and management of fast-growing businesses and organizations. Erik began his career in 1990 when he went to work for a Wichita-based technology startup company, Brite Voice Systems, which was founded by Stan Brannan. At Brite Voice, Erik worked in marketing and business development. In 1997, Erik left Brite Voice to start a manufactured housing dealership with Steve Radley, President of the Kansas Center for Entrepreneurship. The business was later sold to the largest manufacturer in the country, Champion Enterprises, and Erik remained with Champion as General Manager until May, 2005. A lifelong resident of Wichita, Erik graduated from Friends University in 1988 with a BA in business administration.

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Patricia (Trish) L. Brasted, NetWork Kansas Partner, Wichita, Kansas

Ms. Brasted is the President/CEO of Wichita Technology Corporation and also serves as Managing Member of Wichita Technology Ventures, Quest Ventures and Milestone Ventures. Under the leadership of Ms. Brasted, the WTC organization has consulted with hundreds of entrepreneurs, assisted in raising over $100 million dollars from private investors leveraged into 40 technology companies that represent over 60 patented technologies. Ms. Brasted's leadership in the area of assisting emerging companies has been recognized nationally – currently serving on the Board of the National Association of Seed and Venture Funds (NASVF) and Chairing that organizations National Policy and Membership Committees.

Ms. Brasted is a founding member of the first angel organization in Kansas, the Midwest Venture Alliance (MVA), which later created a branch in Southeast Kansas to serve the Pittsburg market. Also dedicated to engaging rural areas – Ms. Brasted has launched the "Rural Kansas Angel Initiative" to engage investors and entrepreneurs all across Kansas. She also served as founding member of the Great Plains Capital Conference, now known as part of the Kansas Day of Innovation, the only Kansas specific based capital conference.

Christopher Harris, Kansas Department of Commerce, Topeka, Kansas

Chris Harris has been with the Kansas Department of Commerce since 2009 where he started in the Workforce Services Division and now serves as a key program manager in the Business & Community Development Division. Chris manages the Kansas Angel Investor Tax Credit program, the Community Service Tax Credit program, and led the program development and implementation of the Rural Opportunity Zones program which he now also manages. He also contributes to the agency's efforts in various other areas including energy.

Chris is a lifelong Kansan having been born in Dodge City and lived in Hoisington, Salina, Pomona and Lawrence where he currently lives. He graduated from KU in 2008 with his bachelor's degree in history and then graduated from Fort Hays State University in 2011 with his Master's in Business Administration.

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