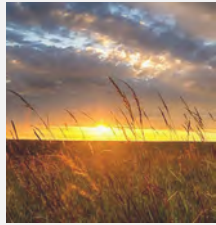
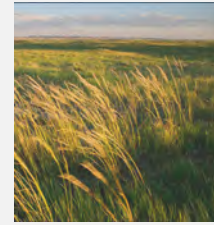


# FLINT HILLS REGIONAL COUNCIL



FLINT HILLS  
**REGION**



## BOARD MEETING

*The Dealership*

*Council Grove*

*February 17, 2023*

# AGENDA

- 1 CALL TO ORDER
  - 2 WELCOME / ROLL CALL / QUORUM
  - 3 APPROVAL OF MINUTES / FINANCIALS
  - 4 NEW BUSINESS
  - 5 OLD BUSINESS
  - 6 COMMUNITY UPDATES
  - 7 ADJOURN
- THINK TANK SESSION

# 2

# ROLL CALL

## 1. Roll Call / Quorum (6)

### Clay County

#### *Voting Board Member*

- |                |                |
|----------------|----------------|
| 1. Clay Center | James Thatcher |
| 2. Wakefield   | Chris Dumler   |

### Dickinson County

#### *Voting Board Member*

- |              |              |
|--------------|--------------|
| 1. Herington | Debi Urbarek |
|--------------|--------------|

#### *Non-Voting Board Member*

- |           |              |
|-----------|--------------|
| • Chapman | Bill Flanery |
|-----------|--------------|

### Geary County

#### *Voting Board Member*

- |                   |               |
|-------------------|---------------|
| 1. Geary County   | Tish Giordano |
| 2. *Junction City | Matthew Sea   |

### Morris County

#### *Voting Board Member*

- |                   |             |
|-------------------|-------------|
| 1. *Council Grove | Sharon Hain |
| 2. Morris County  | David Fox   |

#### *Non-Voting Board Member*

- |              |                |
|--------------|----------------|
| • White City | Susan McKenzie |
|--------------|----------------|

### Pottawatomie County

#### *Voting Board Member*

- |                         |                   |
|-------------------------|-------------------|
| 1. *Pottawatomie County | Dee McKee         |
| 2. *Wamego              | Richard Welkelman |
| 3a. St George           | Deb Werth         |

### Riley County

#### *Voting Board Member*

- |               |             |
|---------------|-------------|
| 1. *Manhattan | Linda Morse |
|---------------|-------------|

#### *Non-Voting Board Member*

- |         |               |
|---------|---------------|
| • Ogden | Angela Schnee |
|---------|---------------|

### Wabaunsee County

#### *Voting Board Member*

- |                     |               |
|---------------------|---------------|
| 1. *Alma            | Pam Bales     |
| 2. Wabaunsee County | Jim McGregor  |
| 3a. Alta Vista      | Ryan Armbrust |
| 3b. Eskridge        | Terry Cook    |
| 3c. Harveyville     | Teri Naylor   |

### Ex-Officio

#### *Non-Voting Board Member*

- |                                |                   |
|--------------------------------|-------------------|
| 1. Fort Riley                  | Ben Van Becelaere |
|                                | Kelley Paskow     |
| 2. Kansas State University     |                   |
| 3. Governor's Military Council | Ferry Wiggins     |

# 3

## MINUTES/FINANCIALS

- Approval of January Minutes
- Approval of January Financial Reports

# MINUTES/FINANCIALS

## 4

## ACCOUNTS

**Bank Balance-  
Checking**

\$47,796.66

**Money Market  
Dues Rec'd. (\$109,885.50)**

\$70,973.49

**Kauffman Grant Account  
& CDBG/NCRPC Funds**

\$193,257.50

**CNB Loan Balance**

\$29,622.01



# 5

## NEW BUSINESS

### a. Home-Based Business Overview (Kauffman Foundation Grant)

#### i. What the Research Reveals

Focus Groups/Literature Review

Maria Meyers, KC SourceLink

& Sailor-Anne Seiler Hanston Co

#### ii. JC Main Street- Michaela Joyce, ExecDirector

Entrepreneurship 101

Next Steps



# Supporting Home-based Business in the Flint Hills

February 17, 2023



EWING MARION  
**KAUFFMAN**  
FOUNDATION

Heartland Challenge

FLINT HILLS  
**REGION**



# Team

- Maria Meyers, Executive Director, UMKC Innovation Center
- Kate Hodel, WaveSource Consulting
- Sailor-Anne Seiler, Hanston Co
- Michaela Joyce, Executive Director, JC Main Street



# Today's Discussion

- Project background
- Project scope
- Key findings
- Recommendations
- Next steps



# Purpose

**Better understand needs of home-based businesses  
in order to better serve those businesses**

*Led by*  
Flint Hills Regional  
Council

*Funded through*  
Ewing Marion  
Kauffman  
Foundation

*In partnership with*  
Junction City Main  
Street

# Focus Groups



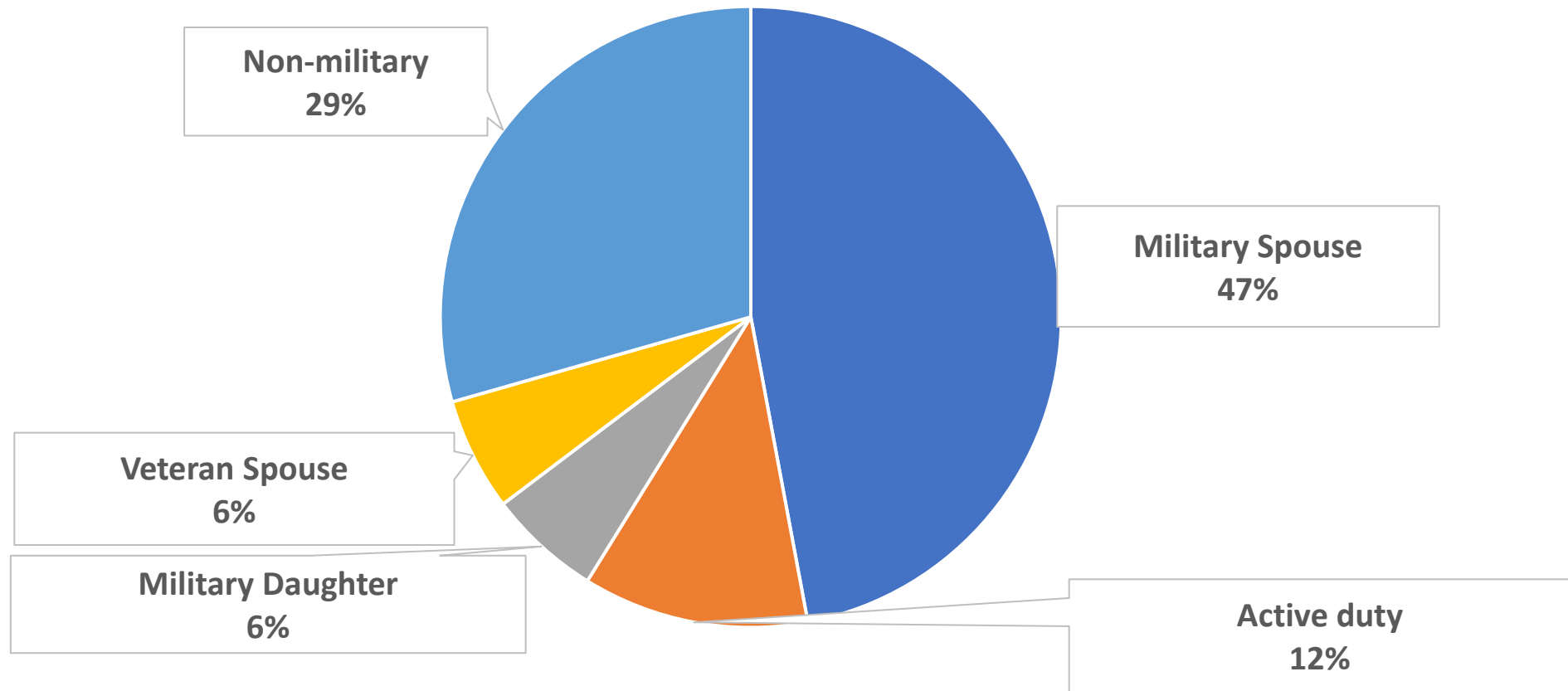
## Entrepreneur Support Organizations

- SBDC
- Riley County Extension
- Spark Manhattan
- Black Entrepreneurs of the Flint Hills
- Kansas State University Research and Extension

## Home-based business owners

- 15 women
- 2 men
- 10 people of color

# Focus Group Demographics





# Key Findings

- Home-based businesses don't consider themselves "real businesses"

*"Many small business owners did not feel that their opinion mattered"*



# Key Findings

- There is difficulty in finding help (especially newcomers)
- Owners don't think resources are for them
- Most information comes from other business owners and web searches

*"You are always restarting your business since being in the military means a move every two or three years"*



# Literature Review







# Key Findings

- Home-based entrepreneurs are risk adverse
- Home-based entrepreneurs are very educated
- Home-based entrepreneurs are lone workers
- Home-based entrepreneurs are majority women



# Key Findings

- Home-based entrepreneurs have smaller startup costs
- Home-based entrepreneurs have a harsh work-life balance
- Home-based entrepreneurs have history in corporate U.S.A



# Key Findings

- Home-based entrepreneurship is common in rural areas
- Home-based entrepreneurship is promising (forward-looking)
- Home-based entrepreneurship is flourishing post Covid-19





## Recommendations

- Home-based entrepreneurs could benefit from a directory
- Home-based entrepreneurs could benefit from ecosystem amenities





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## Recommendations

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*“The existing resources are good. We just need to help people navigate through the pipeline, move from one step to the next.”*

Increase connectivity to existing resources

Create a ***community navigator*** as a focal point for those seeking to start/grow home-based businesses



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## Recommendations

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Offer more business classes  
(partner with local ESOs)

Create an association  
for home-based business

Consider a kitchen incubator

# BUILDING INFRASTRUCTURE FOR ENTREPRENEURS



## Identify

the entrepreneurial resources in your community and make them visible



## Connect

your community through a central hub



## Empower

your ecosystem by engaging, listening, responding and collaborating to solve problems and fill gaps



## Measure

your impact, based on your entrepreneurial ecosystem's stage of development

# QUESTIONS?

Maria Meyers  
meyersnet@aol.com

Kate Pope Hodel  
katehodel@gmail.com





# JUNCTION CITY ENTREPRENEUR 101



8 week course, two nights a week, \$150 registration



Covered topics such as business plans, cash flow, financing, location, insurance, accounting, marketing, etc.

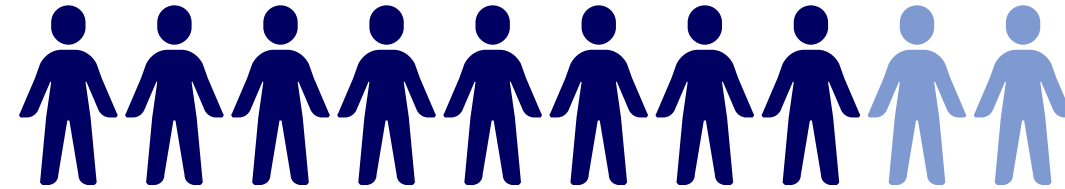


Bankers Night generated 4 new business accounts

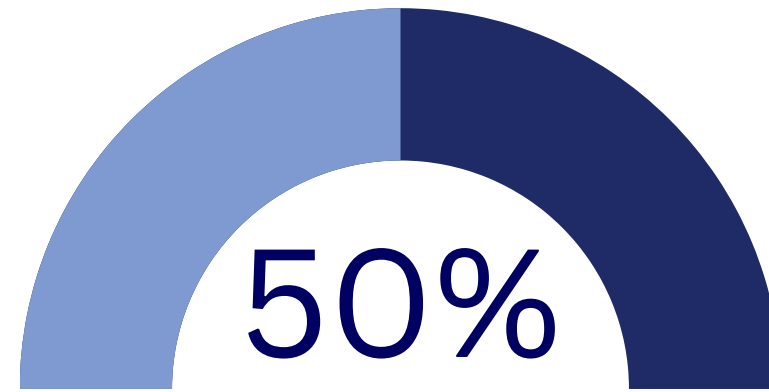


5 students have established LLC's, 4 are now in brick & mortars downtown (2 purchased a bldg.)

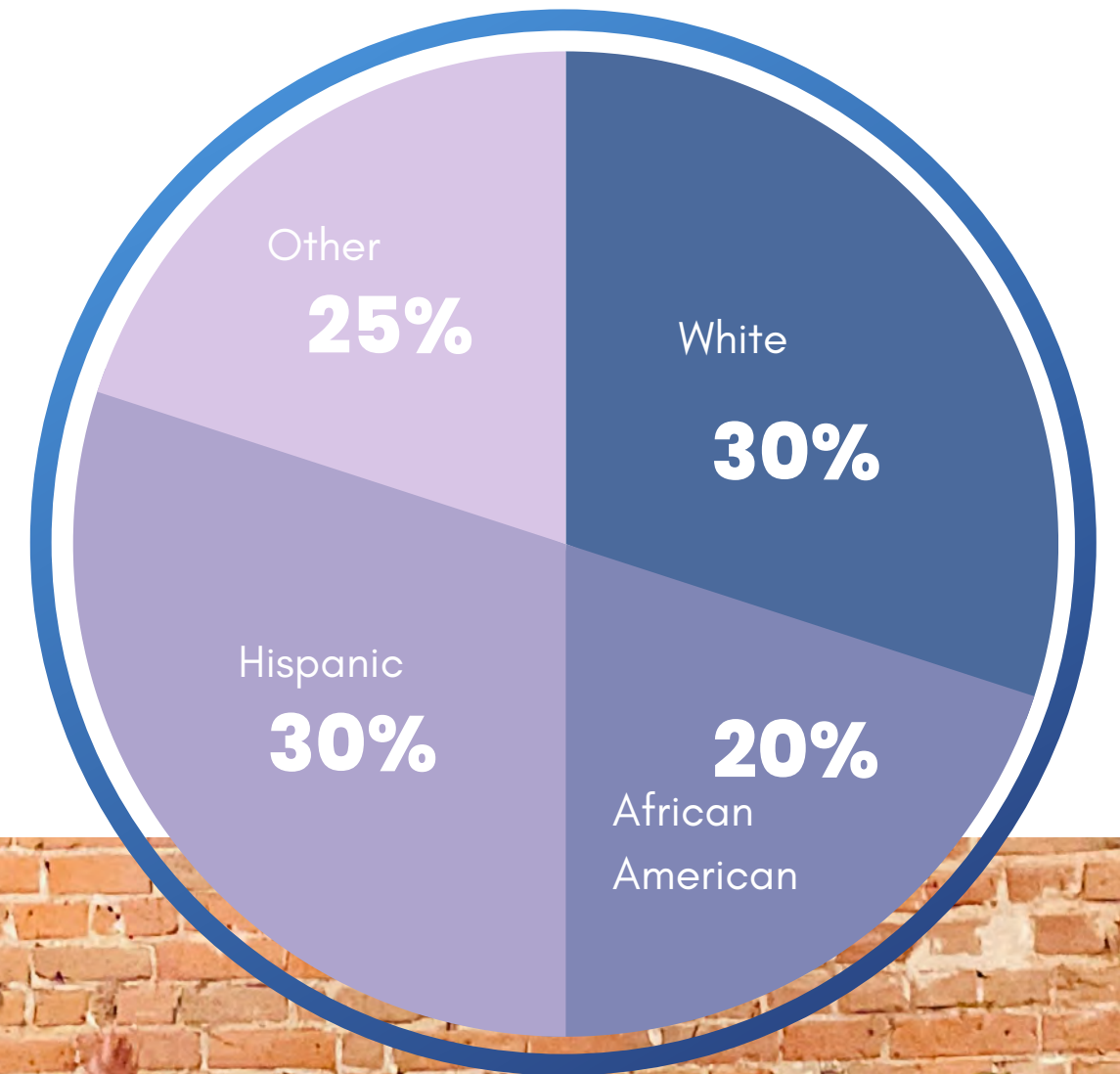
Female



Male



Military Spouses







# FIRST INVESTMENT PITCH COMPETITION

STRESS FREE NAILS

- Homework after every class to piece together a micro business plan/pitch
- Presented to a panel of judges
- 3, \$4,000 grants awarded
  
- Edisha Coleman, The Cake Artist
- Jonna Magnussen, The Junction City Workshop
- Sonia Garcia, The Nail Professor





JUNCTION CITY MAIN STREET  
**2023 COMMUNITY FORUM**

**ACHIEVING  
ENTREPRENEURIAL  
HARMONY,  
BALANCE &  
VISION**



**JILL GLASENAPP &  
JAMIE PEER**

4Defy Coaching



**DR. CRYSTAL DAVIS**  
CJD Consulting

**MONDAY,  
MARCH 20TH  
5 - 8 PM  
C.L. HOOVER  
OPERA HOUSE**



**K** EWING MARION  
**KAUFFMAN FOUNDATION**

# 5

## NEW BUSINESS

### b. 5-Year Strategic Sustainability Plan

David Beurle, Future iQ



# 5

## OLD BUSINESS

- a. EPA Brownfield Assessment Project Update
  - Ogden - 3 sites, Area Plan ongoing
  - Junction City - 6 + sites, Area Plan ongoing
  - Eskridge - 12 sites for Phase I's
  - MHK/Riley County - Business Park - Phase I
  
- b. OLDCC Compatible Use Grant  
Completion in April and closeout
  
- c. OLDCC Sustainability Grant  
Completion in April  
Approve and Adopt Grant Policy

# 5

## OLD BUSINESS

### FHRC Communities CDBG Projects

#### Anticipated 2023 Applications

City/County	Project	Grant Category	National Objective	Amount Maximum	Deadline
Alta Vista	Park Equipment	Community Facilities	LMI: Area Benefit	\$600,000	May 1
Alta Vista	Historic Building Rehabilitation	Commercial Rehabilitation	Blight: Spot Basis	\$250,000	December 2
Council Grove	Historic Katy Depot Rehabilitation	Commercial Rehabilitation	Blight: Spot Basis	\$250,000	December 2

\*Potential application for Commercial Rehabilitation by private business in Matfield Green depending on city membership status.

#### Likely Future Applications:

City/County	Project	Grant Category	National Objective	Amount Maximum	Deadline
Wamego	Career Service Infrastructure	Youth Job Training	LMI: Limited Clientele	\$100,000	February 1
Junction City	Building Rehabilitation	Commercial Rehabilitation	Blight: Spot Bases	\$250,000	December 2
Eskridge	Housing Demolition and Rehabilitation	Housing	Blight: Spot Basis	\$300,000	December 2
Eskridge	Childcare Facility	Nonprofit Childcare and Education Facilities	LMI: Limited Clientele	\$600,000	February 1



6

COMMUNITY

updates

Community Updates

Geary County <i>*Patricia Giordano</i>	Morris County <i>David Fox</i>	Pottawatomie County <i>*Dee McKee</i>	Wabaunsee County <i>Nancy Hier</i>	Individual Members in Non-Member Counties	Individual Members in Non-Member Counties	Ex-Officio Members
Junction City <i>*Matthew Bea</i>	Council Grove <i>*Sharon Haun</i>	Saint George <i>Deb Werth</i>	Alma <i>*Pam Bales</i>	Clay Center (Clay County) <i>James Thatcher</i>	Fort Riley <i>Kelley Paskow</i>	
	White City <i>Susan McKenzie</i>	Wamego <i>*Richard Weixelman</i>	Alta Vista <i>Ryan Armbrust</i>	Wakefield (Clay County) <i>Chris Dumler</i>	Kansas State University	
			Eskridge <i>Terry Cook</i>	Herington (Dickinson) <i>Debi Urbanek</i>	Manhattan (Riley) <i>*Linda Morse</i>	
			Harveyville <i>Teri Naylor</i>	Chapman (Dickinson) <i>Bill Flanery</i>	Ogden (Riley) <i>Angela Schnee</i>	Governor's Military Council <i>Perry Wiggins</i>

**Flint Hills Economic Development District – EDA Designation**  
*(Chase, Lyon, & Riley counties are also within the FHEDD, but are not current members of FHRC)*

\* Executive Committee Member

MEETING ADJOURNED

NEXT MEETING

*TBD*



*Flinthillsregion.org*

FLINT HILLS  
**REGION**