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9 incorporated towns
Lyons - 3700 ~ Sterling - 2600

**2006 – per capita income ranked
number 102 out of 105
Kansas counties**

**2016 – per capita income ranked
number 95 out of 105
Kansas counties**

Agriculture
Manufacturing
Entrepreneurial Small Businesses

**If we're not going forward –
we're going backward.**
There is no STANDING STILL.

Why Entrepreneurship?

**Supporting larger
businesses:**

Infrastructure Grants

EDA/CDBG

**(water/sewer/roads/
rail spurs/railroad crossings)**

Property Tax Abatements

**(Economic Development
Exemptions/IRB's)**

Other Programs

**Peak/HPIP/KIT/KIR/SBA/
SBDC**

Why Entrepreneurship?

Entrepreneurs:

Dreamers

Seek Opportunities

Work Hard

Innovators

Choose their path

Take Action

Bring Services

Bring Jobs

Persevere

BRING HOPE

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BRING HOPE

Entrepreneurs

Change

Everything

WE GROW

OUR OWN!

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Why Entrepreneurship?

Entrepreneurship is a **MINDSET** that can **EMPOWER** 
ORDINARY people to accomplish the **EXTRAORDINARY**.

-Who Owns the Ice House

Supporting Entrepreneurship

Program	Initiated	Amount
Rice County RLF	2007	\$125,000
Sterling-Alden E-Community	2007	\$300,000

What Worked?

Local Boards!

Strong Community Leaders

Local Control of Funds

Feelers for New Clients

County-wide “Point Guard”

Passion - Fire

Funding became vehicle for:

Business Planning

Marketing

Financial Projecting/Accounting

Counseling

Challenges

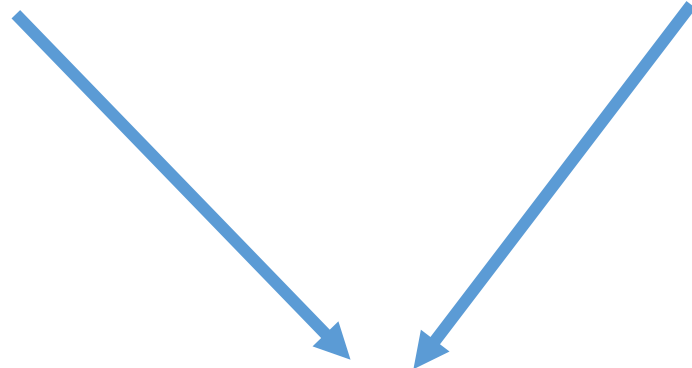
Silos

Rivalry

Challenges

Silos

Rivalry



**Relationships
Bridging the GAP**



Fotosearch.com

What Worked?

**Success leads to
Success!**



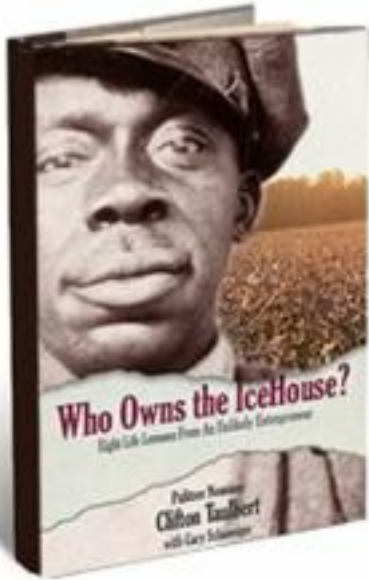
worldartsme.com

Community is the New Currency!

What Worked?

It takes more than money to grow an Entrepreneurial Mindset

Sterling Ice House



What Worked?

Business Appreciation Luncheon



What Worked?



“Soup is meant to be enjoyed together. So, let us . . . learn together, eat together, lead together, and create success together.”

- Jon Gordon, SOUP

Supporting Entrepreneurship

Program	Initiated	Amount
Rice County RLF	2007	\$125,000
Sterling-Alden E-Community	2007	\$300,000
StartUp Kansas	On-Going	
Rice County Micro Loan	2006	\$ 75,000
Rice County E-Community	2013	\$247,000
South Central Kansas Economic Development District	On-Going	

Current Stats

Source	Total Loans	Amount loaned out	Left to loan	Monthly Payments
Rice County RLF	35	\$ 492,800	\$ 51,000	\$ 4,878
Sterling-Alden E-Community	16	\$ 299,200	\$ 176,375	\$ 3,050
Rice County E-Community	8	\$ 288,807	\$ 48,166	\$ 3,540
Rice County Micro Loan	3	\$ 67,000	\$ 49,300	\$ 205
StartUp Kansas	8	\$ 165,300	N/A	\$ 1,975
LOAN TOTALS	70	<u>\$ 1,314,107</u>	\$ 324,841	\$ 13,648
Other Public Loans		\$ 975,690		
Private Loans		\$ 521,457		
Owner Equity		\$ 478,700		
Total Dollars infused into Entrepreneurs		<u>\$ 3,289,954</u>		

ENTREPRENEUR SUCSESSES

Start-up Businesses

Expansion of Businesses

Succession Businesses

Food Truck

Auto Body Shop

Concrete Stamping

Pasture Clearing

Aerial Digital Photography

Machine Tooling Company

Call Center

Hair, Nail Salon

Trucking Company

Technology Consulting

Auto Repair

Paint and Body Shop

Detailing Shop

Homemade Jerky

Hotel

Hotel

Restaurants

Veterinarian Clinic

Flower Shop

Embroidery and Print Shop

Used Car Dealer

Accounting Firm

Hardware Store

**247
JOBS**

ENTREPRENEUR SUCCESSSES



Corwin's Corner
SAEC - \$36,000
RC RLF - \$24,000



RCEC - \$21,000
RC RLF - \$14,000



Breakfast Restaurant
BANK - \$52,000
RCEC - \$40,000
RC RLF - \$5,000



Township KS Food Truck
BANK - \$14,850
RCEC - \$40,000
RC Micro Loan - \$15,000



BANK - \$24,460
RCEC - \$16,307



New Image Trucking
RCEC - \$45,000
RC RLF - \$52,000
StartUp Kansas - \$45,000
SCKEDD - \$384,000



RCEC - \$15,000
RC RLF - \$10,000



Call Center
SAEC - \$45,000
RC RLF - \$32,000



