Our companies need access to capital to grow
Loans
### Getting to bankable

**Bank Loans**
- Ongoing Operations & Expansion

**BANKABLE**
- **BANKABLE with guarantees**
  - Lower risk <5M
  - SBA Bank Loan Guarantees
  - Early Operations & Expansion

**UNBANKABLE**
- **Community Advantage**
  - Acceleration
- **Microloans**
  - Idea Development & Startup
- **Secured Credit Cards & Credit-Building Loans**
  - Improve Credit Score

**Building the Continuum**
Grants and Equity
Building the continuum

Grants and Equity
What’s the Gap?

Building the continuum

*2014 is underreported
Increasing local VC dollars

What’s the Gap?

Number of Investors in KC Companies
by Location of Investors, 2009-2014

Note: not all investors are disclosed
Ranking of KC equity investments
Compared to peer cities

<table>
<thead>
<tr>
<th>City</th>
<th>VC Dollars</th>
</tr>
</thead>
<tbody>
<tr>
<td>Denver</td>
<td>$9,029,190</td>
</tr>
<tr>
<td>Austin</td>
<td>$4,908,720</td>
</tr>
<tr>
<td>Raleigh</td>
<td>$3,194,740</td>
</tr>
<tr>
<td>Portland</td>
<td>$3,117,490</td>
</tr>
<tr>
<td>Minneapolis</td>
<td>$2,524,000</td>
</tr>
<tr>
<td>Indianapolis</td>
<td>$1,484,070</td>
</tr>
<tr>
<td>Nashville</td>
<td>$1,386,540</td>
</tr>
<tr>
<td>Pittsburgh</td>
<td>$1,375,130</td>
</tr>
<tr>
<td>St. Louis</td>
<td>$1,077,250</td>
</tr>
<tr>
<td>Kansas City</td>
<td>$668,310</td>
</tr>
<tr>
<td>Milwaukee</td>
<td>$411,100</td>
</tr>
<tr>
<td>San Antonio</td>
<td>$310,430</td>
</tr>
<tr>
<td>Louisville</td>
<td>$309,280</td>
</tr>
<tr>
<td>Columbus</td>
<td>$252,487</td>
</tr>
</tbody>
</table>

What’s the Gap?
Increasing local VC dollars

Note: not all investors are disclosed
Pursuing federal technology grants

KS/MO SBIR Grants Awards 2010-2014, 5-year average

What's the Gap?

Pursuing federal technology grants
What’s it going to take?

- Pursue underutilized federal programs to introduce more microloan capital
- Increase the amount of seed funding available
- Educate investors and entrepreneurs
- Connect investors to each other and to entrepreneurs
We need to take a step today or our tomorrow will look the same. We need to make that step impactful.

We need to do it together.