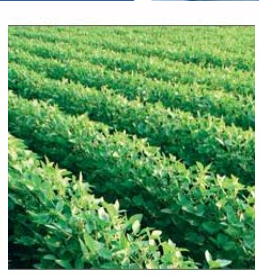
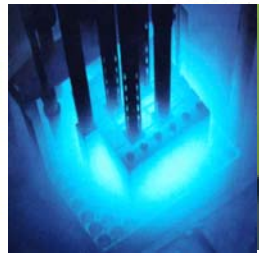




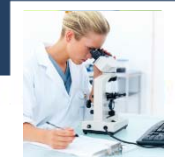
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MEDC Fall Conference

October 24, 2012
Springfield, MO



Agenda



- Who are the Small Business & Technology Development Centers (SBTDC)?
- What do SBTDC's do?
- What are the Impacts?
- How does KC SBTDC meet entrepreneurial and innovation needs?

Who are the SBTDC's



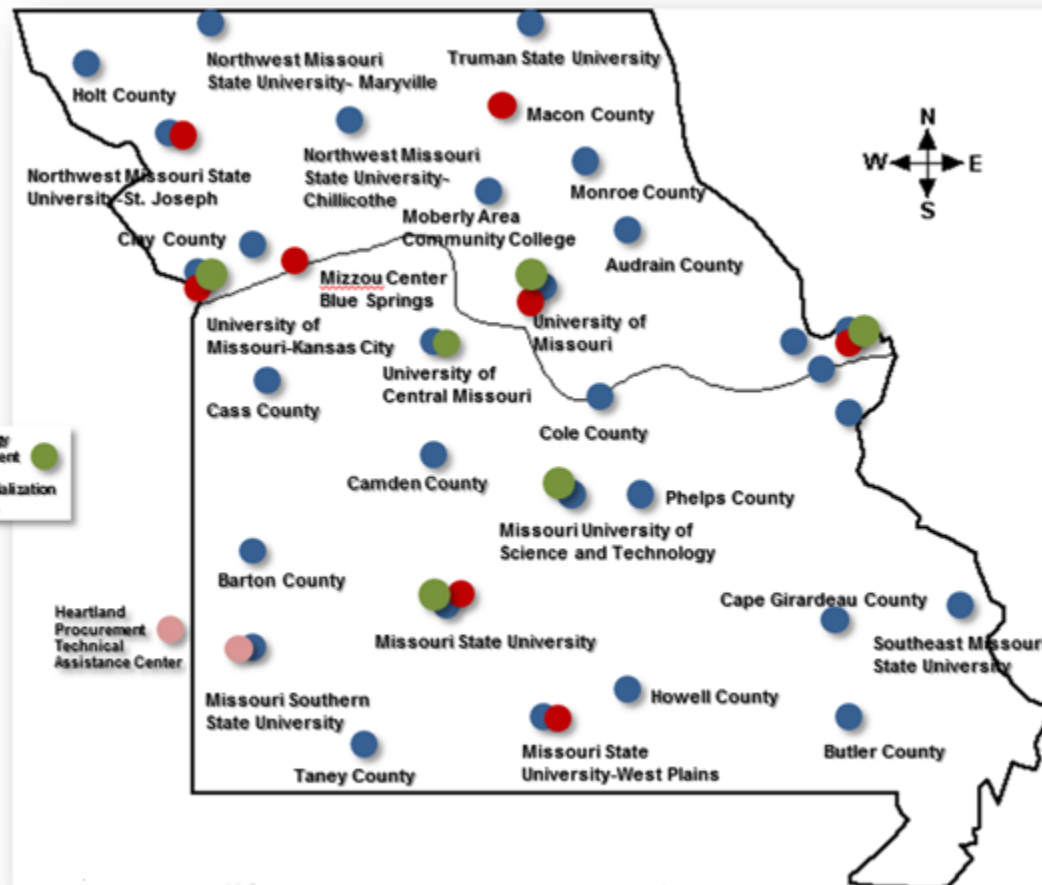
- SBTDC professionals are experienced and knowledgeable of all phases of business and are equipped with skills to support entrepreneurial growth expansion and innovation. Our offerings include:
 - *Leadership and Management*
 - *Economic Gardening*
 - *Capital and Financial Analysis*
 - *Technology Development*
 - *Government Sales and Procurement*
 - *Equity Funding*
 - *International Trade*
 - *Understanding and Obtaining Federal and State Funding*
 - *Executive Coaching*
 - *University and Industry Collaboration*

Statewide Network



Technology
Development
and
Commercialization
Emphasis

Heartland
Procurement
Technical
Assistance Center



Impacts of MO SBTDC and PTAC



INVESTMENTS

Federal
\$9.4 Million

State
\$1.2 Million

Local
\$6.4 Million

Business Development

The Network

Missouri Southern State University
Missouri State University
Moberly Area Community College
Northwest Missouri State University
Southeast Missouri State University
Truman State University
University of Central Missouri
University of Missouri-Columbia
University of Missouri-St. Louis
University of Missouri-Kansas City
Missouri University of
Science and Technology
MU Extension

In addition, 7,855 jobs were retained.

Creating \$14 of economic impact for every \$1 invested.

RESULTS

New Jobs
27,153*

Creating one job
for every \$626 in
total funding.

Procurement Awards
\$978 Million

Increase in Sales
\$885.9 Million

Investments
\$542.3 Million

Research Awards
\$21.7 Million

\$17 Million

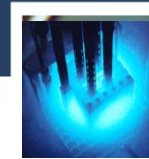
Results from 2009-2011

\$2.4 Billion



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UMKC SBTDC



Business Development



RESULTS

Jobs
1,599

Procurement Awards
\$460.8 Million

Increase in Sales
\$350.8 Million

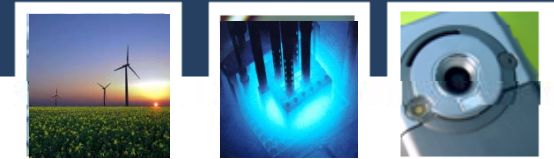
Investments
\$167 Million

SBIR/STTR Awards
\$4.7 Million

State Tax Revenues
\$191,000

Results from 2009-2011

In KC, Meeting the Needs means...



- One on one assistance from start up to exit
 - Guidance, Advice and Mentoring
- Trainings, Workshops and Bootcamps
 - Writing a Business Plan
 - Kauffman FastTrac and IceHouse Series
 - Funding Your Business
 - Marketing and Branding
 - Winning Federal Grants
- Programs
 - Whiteboard to Boardroom
 - Digital Sandbox
 - Artist Inc Live
 - Digital Storytelling
 - CEO Coaching and More
 - Tech Entrepreneur Speakers Program

KAUFFMAN
FASTTRAC®

KANSAS CITY
DIGITAL
STORYTELLING
FORUM



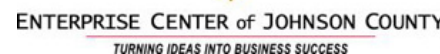
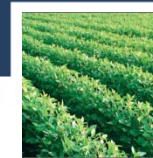
Artist
INC

CEO COACHING
and more™

Missouri
Small Business
& Technology
Development
Centers

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Partnerships and Programs





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Thank you!

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