

Please note. This is a list of resources willing to work with small businesses. This is not a recommendation for any particular supplier.

11/01/20

RESOURCES FOR FUNDING AND BUSINESS SERVICES FOR SCORE SMALL BUSINESS CLIENTS

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KCSourceLink

https://www.kcsourcelink.com, 816-235-6500

One of our SCORE resource partners, is often a place to start to connect with needed resources. Their goal is to "help aspiring startups and established businesses find the right business resources to start, scale or accelerate."

Kansas City Area Top SBA Lenders SBA Lenders U.S. Small Business Administration



https://www.bizjournals.com/kansascity/subscriber-only/2018/12/14/top-kansas-city-area-sbalenders.html

#1 US Bank	
120 W 12 th St.	
KC, MO 64105	
816-871-2395	
usbank.com	

#2 Oakstar Bank 1020 E. Battlefield Rd. Springfield, MO 65807 417-877-2020 oakstarbank.com

Inc. 3324 Emerald Ln. Jeff City, MO 65109 573-635-0136

rmiinc.ora

#3 Rural Missouri

#4 Guaranty Bank 4000 W. Brown Deer Rd. Brown Deer, WI 53209 414-362-4000 guarantybank.com

SBA Lender Match SBA Lender Match



https://www.sba.gov/funding-programs/loans/lender-match

Free online referral tool connects small businesses with participating SBA-approved lenders. How it works: 1) describe your needs, 2) get matched in two days, 3) talk to lenders, 4) apply for a loan. Online advice on getting ready to talk to lenders.

MicroLenders (Typically offer \$500 - \$50,000 with lesser credit requirements and higher rates.)

Kansas City, MO 64110 4747 Troost Ave, Suite 101



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Kansas City CDFI Coalition

http://cdficoalitionkc.com/

A partnership among 13 Community Development Financial Institutions (CDFIs) that offer an array of capital, development, and consulting services, and share a common mission to empower a comprehensively healthy Kansas City community through support for nonprofits, small businesses, and low-income communities. Visit a CDFI member listed on the website for more details about the terms, interest rates, fees, and financing funds available for your projects

Justine Peterson

1023 North Grand Blvd | Saint Louis, Missouri 63106 phone: 314.533.2411 | fax: 314.533.2299 justBIZ 929 North 15th St, East St. Louis, IL 62205

Alt-Cap

3200 Wayne Ave, Kansas City, MO 64109 info@alt-cap.org (816) 216-1851

Women's Business Center

WE-Lend Micro Loan Products

We offer loans of up to \$25,000 for existing businesses, including loans for start-ups, with a special emphasis on women-owned businesses.

4220 Shawnee Mission Pkwy #350b, Fairway, KS 66205 Elizabeth Bejan at (913) 492-5922

Hispanic Economic Development Corporation

http://www.kchedc.org/hedc/programs-services/

KC BizCare — a free business resource, advocacy and information center for new and existing businesses operating with the city of Kansas City, providing information and assistance to help business owners understand and comply with City, State and Federal requirements for operating a business.



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PROFESSIONAL SERVICES

Banking

Lead Bank	Freedom Bank
1801 Main St, Kansas City, MO 64108	6640 W 143rd St, Overland Park, KS 66223
(866) 845-9545	(913) 563-5600
Central Bank of Kansas City	Cornerstone Bank
Main Branch	9120 W 135th St, Overland Park, KS 66221
(816) 483-1210	(913) 239-8100
First Home Bank Michele Walters Vice President, SBA Lending Officer Mobile: 816.289.5287 10800 Farley St., Suite 200 Overland Park, KS 66210	Academy Bank Derek Sommerer Business Development Consultant C: 816.709.5498 E: dsommerer@academybank.com 6976 W 135th St Overland Park, KS 66223 www.AcademyBank.com
michele.walters@firsthomebank.com	



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Community Reinvestment Act - Banking

The **Community Reinvestment Act** (CRA) is a federal law enacted in 1977 to encourage depository institutions to meet the credit needs of low- and moderate-income neighborhoods.

Central Bank of the Midwest	North American Savings Bank
11900 College Blvd	903 E. 104th Street, Suite 400
Overland Park, KS 66210	Kansas City, MO 64131
(913) 648-4540	816-316-4000
Bank of Blue Valley	Enterprise Bank
13401 Mission Rd	1737 Main St,
Leawood, KS	Kansas City, MO 64108
(913) 338-1000	(816) 531-5353
UMB	
1010 Grand Blvd,	
Kansas City, MO 64106	
(816) 860-7930	

FinTech (Alternative Financing) and Business Credit

BusinessCreditWorks	Freeman Holdings LLC
Darryl Johnson	Daniel Holliday
844-417-9675	Phone 913-298-2400
info@businesscreditworks.com	daniel@businesscreditbuilder.info
https://businesscreditworks.com/	www.businesscreditbuilder.info



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Accounting/Bookkeeping

B2BC Mobile Tax & Solutions	Integrity Accounting & Mgt Svcs
PO Box 16531	412 SW Joy Ct
Raytown, MO 64133	Blue Springs, MO 64014
816-410-0694	816-813-7781
www.B2BCmobiletax.com	www.taxbuzz.com
Contact: Nicola Price, EA	Contact: Olivia Smith
Harvey & Caldwell PA	Soltys & Clark, CPA, LLC
12980 Metcalf Ave, Suite 305	400 SW Longview Blvd, Suite 270
Overland Park, KS 66213	Lee's Summit, MO 64081
913-435-4400	816-942-5700
www.harveyandcaldwell.com	Contact: Trish Soltys
Capstone Bookkeeping	Meridian Business
15100 W 67 th St, Suite 201	Amy Goode, CPA MBA
Shawnee, KS 66217	9300 West 110th Street, Suite 620
913-583-0096	Overland Park, KS 66210
www.capstonebookeepingkc.com	(913) 424-2392
	agoode@meridianbusiness.com
	https://www.meridianbusiness.com/
Meara Welch Browne	Higdon Hale
Julie Welch CPA PFS, CFP	Main Office
julier@meara.com	6310 Lamar
816-561-6868	Suite 110
2020 W. 89 th St. Suite 300	Overland Park, KS 66202
Leawood, KS 66206	Main Number 913-831-7000
816-561-1400	
	John P. Martin, CPA
	President Main Number 913-831-7000
	Email johnmartin@higdonhale.com
	Rick Wesemann, CPA
	Principal
	Office 913-831-7000 ext. 19
	Email rickwesemann@higdonhale.com
Quick books – https://quickbooks.intuit.com/	



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Business Brokers (Valuation, Buy, Sell)

Mark A. Blackton Insights3

Business Brokerage, Valuation and Financial Strategy

It is more than just the numbers
Chairman of the Kansas City
Financial Executives Networking Group
(816) 668-8682
mblackton@insights3.com
linkedin.com/in/mark-blackton

Polly Johnson, CBC

Direct: 816/616/6160 KC Business Brokers 4901 W. 136th St. Leawood, Ks 66224 www.kcbusinessbrokers.net Business/ Exit Strategy

Laura Maver Ward, M&AMI, CBI, CM&AP, CBC

Founder & Managing Partner Kingsbridge Capital Partners Two Pershing Square 2300 Main Street, Suite 900 Kansas City, Missouri 64108

Mobile: 816-522-0929 Office: 816-448-3737

Apex Business Advisors

7101 College Blvd, #1650 Overland Park, KS 66210

Directions

Phone: (913) 383-2671 **Fax:** (913) 273-6719

Email: support@kcapex.com



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Attorneys

Jen Augustine 8700 Monrovia, Suite 310 Lenexa, KS 66215 913-647-7522	Seck & Associates, LLC 7285 W 132 nd St, #240 Overland Park, KS 66213 913-815-8485 www.seckassociates.com Contact: Sheila Seck
The Hood Law Group 4743 Troost Ave KC, MO 64110 www.hoodlawgroupkc.com 816-561-5000	Hovey Williams LLP (patents & trademarks) Tracy Bornman 10801 Mastin Blvd., Suite 1000 Overland Park, KS 66210 913-647-9050 tlb@hoveywilliams.com
Business Law Advisors, LLC Pascale Henn phenn@phbusinesslaw.com 8700 Monrovia St., Ste. 310 Lenexa, Kansas 66215 913-647-7522 Phone 913-492-2745 Fax 816-699-4213 Mobile www.businesslawyerkansascity.com	Venture Legal KC Chris Brown A virtual law firm serving Missouri and Kansas contact@venturelegalkc.com
Spencer Fane Carly Duvall T 816.292.8330 cduvall@spencerfane.com https://www.spencerfane.com/service/startups-and-emerging-companies/	UMKC School of Law Entrepreneurial Legal Services Clinic and Intellectual Property Clinic 500 E. 52 nd Street Ste 2-522-B Kansas City, MO 64110-2499 (816)235-6424 Fax (816)235-6467 https://law.umkc.edu/academics/clinic-and-field-placements/entrepreneurial-legal-services-clinic.htmlelsclinic@umkc.edu To apply: https://form.jotform.com/201485042844150



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Computer Services & Maintenance

ATMCS, LLC	Ross Computer Maintenance
520 W 103 rd St, #279	816-456-2562
Kanas City, MO 64114	www.ross-pc-repair.com
913-788-8270	Contact: David Ross
www.atmcs.com	
Contact: Andre Maxwell	
Melray Technologies	
816-882-9346	
www.melraytechnologies.com	
Contact: Prasad Lokugamage	



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Website Design/Development, SEO, Online Marketing

Creative Capsule (913) 956-8548 www.creativecapsule.com Contact: Salil Talauiler	JBZigN.com Jobeth Nastav jobeth@jbzign.com 913-230-0357
Dazium Design Solutions 1600 Genesee St, Suite 660 Kansas City, MO 64102 (816) 842-0001 www.dazium.com Contact: Kara Hess	SJ Insights, LLC (Social Media Marketing and Training) Sheree A. Johnson, CBC CEO 2518 W. 144th Street Leawood, KS 66224 913-239-0976 sheree@sjinsights.net www.sjinsights.net
2AMarketing Eric Staton 816-318-8898 estaton@2amarketing.com www.2AMarketing.com	WizeWebz David Patrick Terri Jordan www.wizewebz.com
Elemeno Design Dustin Ackart 816 476 7776 108 N. Water Street, Suite E, Liberty, MO 64068 dustin@elemenoweb.com	Abraham Gin (LinkedIn Lead Generation) linkedin.com/in/abrahamgin abraham.gin@giantworldwide.com abrahamgin.com
Cannon Social Media Solutions Vicki S. Cannon Founder/Owner 913.485.8075 www.cannonsocialmediasolutions.com Be More Marketing Kimberly Beer Kim@BeMoreMarketing.com 816-738-3222	Mr. Green Marketing Joshua Jolley Andy Michael www.mrgreenmarketing.com info@mrgreenmarketing.com 816-301-6968 SwiftOtter Inc. Joseph Maxwell Joseph@SwiftOtter.com



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Writers/Graphic Designers

Argee Design LLC 5905 Dearborn Mission, KS 66202 (913) 488-7094 www.robargeedesignllc.com Contact: Rob Argee	Rich/Designs (816)237-8706 www.richdesignsunltd.com Contact: Richard Lewis
Font+Folio Graphic Design Atelier (816) 812-7993 www.fontandfolio.com Contact: Marianne Eppelheimer	Connectology Communications LLC Cheri Tabel (Blog writer/content manager) 913.558.3474 cheri@connectologyco.com
Julie Cortés Copywriter Proofreader Founder: The Freelance Exchange 913.484.8350 c copydiva@juliecortes.com	NoWhere Consultants (full-service marketing firm for small businesses). www.no-where.net Larissa Uredi at LNUredi@no-where.net
Springboard Creative (A branding and design firm that specializes in editorial and collateral). www.springboardcreative.biz carey@springboardcreative.biz	Sparkcade (A marketing services firm that focuses on podcasting. www.sparkcade.com carey@sparkcade.com
Jubilant Marketing (SEO/Websites/Social Media) www.jubilantdigital.com carey@jubilantdigital.com Find more resources on the	Online Freelance resources https://www.upwork.com/ https://www.fiverr.com/ Freelance Exchange Website
https://www.kcfreelanceexchange.com	



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Photographers/Videographers

KC Storytellers/Wirken Photo Tyler Wirken (photographer/videographer) Website: www.kcstorytellers.com Phone (816)-582-8954 Email info@wirkenphoto.com Studio 1800 Central St. Suite 202 Kansas City, Mo. 64108	Bliss Photography Carol Bliss carol@blissphotographyimages 15489 Quivira Rd Overland Park, KS 66221 913 685-7556
r2 video productions Tim Anderson 913.484.9823 Tim@r2llc.net Website: https://r2llc.net/	Mr. Green Marketing Joshua Jolley Andy Michael info@mrgreenmarketing.com 816-301-6968
Bella Media Services. Full online marketing services including social media, website designs, developments, and management for most platforms. 215 S. Lynn Street, Independence, MO 64050 816.456.7086 www.bellamediaservices.com	Aaron Lindberg Photography 1321 W 13th St #5A, Kansas City, MO 64102www.aaronlindberg.com 913-522-9607



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Other Marketing Services

Investment Resources (market intelligence) Donna Gordon www.investmentresources.biz http://www.linkedin.com/in/donnagordon 816-304-7958 phone	SalezWORKS, LLC (sales training, mentoring, planning, and strategy; referral marketing) Breandan Filbert (816)522-8178 bfilbert@salezworks.com
Anything on Anything (ad specialty firm) Ryan Christopher 15144 Sweetbriar Dr. Basehor, KS 66007 913-302-0869 ryan@anythingonanything.com	http://salezworks.com/ Business by Promotion (ad specialty firm) Betsy Allgeyer Betsy@businessbp.com 923 NE Woods Chapel Rd #170 Lee's Summit, MO 64064 (816) 350-8811
Duct Tape Marketing (a network of small business marketing agencies) Ducttapemarketing.com	Connectus Worldwide (WBE application specialist/coach) Mary Shannon linkedin.com/in/mary-shannon-934b34 https://connectusww.com/ mshannon@connectusww.com 816-977-8790

CRM & Email

CRM	E-Mail Marketing
HubSpot - https://www.hubspot.com/	MailChimp - https://mailchimp.com/
Nimble - https://www.nimble.com/	Constant Contact - https://www.constantcontact.com
Zoho – https://www.zoho.com/	
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Human Resources

Karen Hughey, MLRHR Founder, CEO karen@kr-hr.com 6240 W. 135 th St., Ste. 236 Overland Park, Kansas 66223 913-647-5352 (O) 913-645-7129 (M) www.kr-hr.com	HR-Rethought Sandra DeStigher 913.424.3190 Sandra.destigher@hr-rethought.com
FineLine HR Consulting, LLC Shelly Freeman 7611 State Line Rd. Kansas City, MO 64114 Finelinehr.com 816-479-0388 Info@finelinehr.com	Pinnacle Employer Group www.pinnacleemployeeservices.com carey.rich@pinnacilemployeeservices.com
PEARL Business Solutions (Virtual Admin) Angela Cramer (913) 800-5330 angela@pearlkc.com www.pearlkc.com	



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Commercial Insurance

Cornerstone David Parkhurst dparkhurst@ckcins.com 1-660-287-6426-Mobile https://ckcins.com/why-cornerstone/our-team/	Haas & Wilkerson Insurance Kimberly Wilkerson 4300 Shawnee Mission Parkway Fairway, KS 66205 913.432.4400 kimberly.wilkerson@hwins.com hwins.com
Brier Payne Meade Insurance 12900 Metcalf Suite 200 Overland Park, KS 66213 913-402-9576	The Miller Group 903 E. 104 th St. Suite 800 Kansas City, MO 64131 816.333.3000 Millercares.com

Food Innovation/Accelerator Resources

These innovation centers provide both facilities and expertise for the food product and ingredient industry — especially those companies starting new product lines or scaling up existing processes.

# K-State Innovation	#2 Ennovation	#3 Food Truck	#4 Don Bosco
Accelerator (Olathe)	Center	Central	Community Center
22201 W Innovation Dr, Olathe,	201 N Forest Ave #130,	100 S James St,	Kitchen (new!)
KS 66061	Independence, MO	Kansas City, KS	580 Campbell St,
<u>(913) 541-1220</u>	64050	66118	Kansas City, MO
	<u>(816) 463-3532</u>		64106
		913-489-9419	
https://olathe.k-			816-674-5518
state.edu/research/centers-	https://www.ennovation		
institutes/food-	center.com/		
programs/food-innovation-			
accelerator.html			



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Federal Government Contracting

How to become a Federal government contractor https://www.usa.gov/become-government-contractor (Know or lookup your NAICS code, get a DUNS number, register for the SAM system, etc.)

FEMA – Describes how to find pre-qualified contractors (make sure you address these so you can be pre-qualified)

https://www.fema.gov/media-library-data/1564584834379-dae37a7a554b07ee248f4610e5990a38/how-to-create-prequalified-list.pdf

FEMA also encourages businesses to register online with the National Emergency Resource Registry at www.nerr.gov where companies can be contacted for their products and services. FEMA routinely searches this database for businesses that can provide needed resources for disaster recovery efforts.

Small, local and minority-owned business owners are encouraged to visit the following web sites for more information on government contracting opportunities:

- www.dhs.gov/openforbusiness
- www.gsaadvantage.gov
- www.ccr.gov
- www.sba.gov

6/30/20 Changes coming to SBA certifications for Women Owned Small Businesses (WOSB): https://www.score.org/blog/upcoming-certification-changes-women-owned-businesses

Department of Transportation – Disadvantaged Business Enterprise

- 1. Federal https://www.transportation.gov/civil-rights/disadvantaged-business-enterprise
- 2. Missouri DOT https://www.modot.org/dbe-program

Department of Defense WOSB program

https://business.defense.gov/Portals/57/Documents/WOSB%20Program%20Update.pdf



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Article from National Women's Business Council on WOSB (Woman Owned Small Business) certification (NAICS code specific)

https://www.nwbc.gov/content/what-certification/#:~:text=Businesses%20have%20two%20options%20to,party%20certifiers%20approved%20by%20SBA.

Missouri Women Owned Business Enterprise - WBE (state & local contracting; **non-NAICS code specific**)

- 1. https://kansascity.score.org/resource/missouri-mbe-wbe-certification-information-0
- 2. https://oeo.mo.gov/oeo_certifications/

Kansas City Missouri – Small Business Enterprise, Small Local Business Enterprise
https://www.kcmo.gov/city-hall/departments/human-relations/certification-and-compliance/small-business-enterprise-slbe-programs

Women and Minority Owned Business Certifications

Women's Business Center Elizabeth Bejan 4220 Shawnee Mission Pkwy #350b, Fairway, KS 66205 (913) 492-5922	Connectus Worldwide, LLC Mary Shannon, Founder & Consultant 816-977-8790 mshannon@connectusww.com www.connectusww.com
Strategic Workplace Solutions Colleen White swsinfo.com cwhite@swsinfo.com 816-322-7808	