

RESOURCES FOR FUNDING AND BUSINESS SERVICES FOR SCORE SMALL BUSINESS CLIENTS

Please note that these are resources that various SCORE clients and mentors have utilized over the years in the development of small businesses in the Kansas City area. Neither SCORE nor any clients make any recommendations about any of the resources.

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

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- **KCSourceLink**

4747 Troost Ave | Kansas City, MO 64110
<https://www.kcsourcelink.com>
(816) 235-6500

One of our SCORE resource partners, KCSourceLink 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.”

- **KC BizCare – “Your virtual One-stop Shop for Doing Business in Kansas City.”**

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

City Hall | 414 E 12th St | Kansas City, Missouri 64106
<https://bizcare.kcmo.gov>
(816) 513-2491

- **DotteBiz - Guide to Starting a Business in Wyandotte County, KS**

<https://dottebiz.wycokck.org/>

- **Kansas City Area Top SBA Lenders**



<https://www.bizjournals.com/kansascity/subscriber-only/2022/10/28/sba-lenders-ranked-by-number-of-7a-and-504-loans.html>

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<p>#1 US Bank 120 W 12th St. KC, MO 64105 816-871-2395 usbank.com</p>	<p>#2 Small Business Bank 13423 W. 92nd St. Lenexa, KS 66215 913-492-1300 smallbusinessbank.com</p>	<p>#3 ARVEST BANK 6300 Nall Ave. Mission, KS 66202 913-261-2265 arvest.com</p>	<p>#4 Country Club Bank 1 Ward Parkway Kansas City, MO 64212 816-931-4060 countryclubbank.com</p>
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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 CDFI Coalition

<http://cdficoalitionkc.com/>

A partnership among 13 Community Development Financial Institutions (CDFIs) that offer an array of capital, development, & consulting services, & share a common mission to empower a comprehensive healthy KC community through support for nonprofits, small businesses, & low-income communities. Visit a CDFI member listed on the website for more details. Visit the [CDFI Locator](#) to find a local CDFI.

Justine Peterson

1023 North Grand Blvd | Saint Louis, Missouri 63106

phone: 314.533.2411 | fax: 314.533.2299

<https://justinepetersen.org>

AltCap

3200 Wayne Ave | Kansas City, MO 64109

<https://www.altcap.org>

(816) 216-1851

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Women’s Capital Connection

WE-Lend Micro Loan Products: offers loans of up to \$25,000 for existing businesses, including loans for start-ups, with a special emphasis on women-owned businesses.

6405 Metcalf Avenue Building #3 | Suite 318 | Overland Park, KS 66205

<https://womenscapitalconnection.com>

(913) 492-5922

Hispanic Economic Development Corporation

1722 Holly St. | Kansas City, MO 64108

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

(816) 221-3442

- **Banking**

<p>Lead Bank 1801 Main St Kansas City, MO 64108 (866) 845-9545 https://lead.bank</p>	<p>Landmark National Bank 6640 W 143rd St Overland Park, KS 66223 (913) 563-5600 https://www.banklandmark.com</p>
<p>Central Bank of Kansas City Main Branch 2301 Independence Blvd Kansas City, MO64124 (816) 483-1210 https://www.centralbankkc.com</p>	<p>Cornerstone Bank 9120 W 135th St Overland Park, KS 66221 (913) 239-8100 https://www.cornerstonebk.com</p>
<p>Sunflower Bank 7400 W 135th St Overland Park, KS 66223 (913) 499-1013 https://www.sunflowerbank.com</p>	

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<p>Academy Bank 4400 Shawnee Mission Parkway Fairway, KS 66205 (913) 242-3790 https://www.academybank.com/</p>	<p>CrossFirst Bank 4622 Pennsylvania Avenue, Suite 1500 Kansas City, MO 64112 816-895-4600 https://www.crossfirstbank.com Theodis Watson-Community Development Banking Theodis.Watson@CrossFirstbank.com 816-895-4643</p>
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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.

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

- **FinTech (Alternative Financing), Business Credit, Grants**

<p>BusinessCreditWorks Darryl Johnson 844-417-9675 info@businesscreditworks.com https://businesscreditworks.com/</p>	<p>Freeman Holdings LLC Daniel Holliday Phone 913-298-2400 daniel@businesscreditbuilder.info www.businesscreditbuilder.info</p>
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<p>Grant Watch: website that allows you to search for available grants: https://www.grantwatch.com/</p>	<p>Your SBA Loan Gal Michele Walters Mobile: 816.289.5287 mwalters@sbaloangal.com sbaloangal.com</p>
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• **Accounting/Bookkeeping**

<p>B2BC Mobile Tax & Solutions Nicola Price, EA PO Box 16531 Raytown, MO 64133 816-410-0694 www.B2BCmobiletax.com</p>	<p>Integrity Accounting & Mgt Svcs 412 SW Joy Ct Blue Springs, MO 64014 816-813-7781 https://tandttaxes.com Contact: Olivia Smith</p>
<p>Soltys & Clark, CPA, LLC Trish Soltys 400 SW Longview Blvd, Suite 270 Lee's Summit, MO 64081 816-942-5700</p>	<p>Meridian Business Amy Goode, CPA MBA 9300 West 110th Street, Suite 620 Overland Park, KS 66210 (913) 424-2392 agoode@meridianbusiness.com https://www.meridianbusiness.com/</p>
<p>Capstone Bookkeeping 6029 Broadmoor Ste 213 Mission KS 66202 US 913-583-0096 http://capstonebookkel.capstonebookkeepingkc.com</p>	<p>Higdon Hale Main Office 6310 Lamar, Suite 110 Overland Park, KS 66202 913-831-7000 John P. Martin, CPA-President johnmartin@higdonhale.com Rick Wesemann, CPA-Principal rickwesemann@higdonhale.com</p>
<p>Meara Welch Browne Julie Welch CPA PFS, CFP julier@meara.com 816-561-1400 2020 W. 89th St. Suite 300 Leawood, KS 66206 https://mwbpc.com</p>	

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Quick books – https://quickbooks.intuit.com/	Freshbooks https://www.freshbooks.com/
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- **IRS Publication 334, Tax Guide for Small Business (Individuals Who Use Schedule C):** <https://www.irs.gov/forms-pubs/about-publication-334>
- **Business Brokers (Valuation, Buy, Sell)**

Mark A. Blackton Insights3 Business Brokerage, Valuation and Financial Strategy <i>It is more than just the numbers</i> Chairman of the Kansas City Financial Executives Networking Group (816) 668-8682 mblackton@insights3.com linkedin.com/in/mark-blackton http://businessdesign.cc	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 <u>Directions</u> Phone: (913) 383-2671 Fax: (913) 273-6719 Email: support@kcapex.com

- **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
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<p>Business Law Advisors, LLC Pascale Henn phenn@phbusinesslaw.com 8700 Monrovia St., Ste. 310 Lenexa, Kansas 66215 913-647-7522 Phone www.businesslawyerkansascity.com</p>	<p>Hovey Williams LLP (patents & trademarks) Tracy Bornman 10801 Mastin Blvd., Suite 1000 Overland Park, KS 66210 913-647-9050 tlb@hoveywilliams.com</p>
<p>Spencer Fane Carly Duvall T 816.292.8330 cduvall@spencerfane.com</p>	<p>Pixel Law Chris Brown A virtual law firm helping modern startups, freelancers, and small businesses. hello@pixellaw.com https://pixellaw.com/</p>
<p>SEED Law Consultation Adrienne B. Haynes 5225 NW 82nd Terrace Kansas City MO 64151 816-945-4249 adrienne@seed.legal https://www.seed.legal/home.html</p>	<p>UMKC School of Law Entrepreneurial Legal Services Clinic and Intellectual Property Clinic 500 E. 52nd 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.html elsclinic@umkc.edu To apply: https://form.jotform.com/201485042844150</p>

• **Computer Services & Maintenance**

<p>ATMCS, LLC 520 W 103rd St, #279 Kanas City, MO 64114 913-788-8270 www.atmcs.com Contact: Andre Maxwell</p>	<p>Melray Technologies 816-882-9346 www.melraytechnologies.com Contact: Prasad Lokugamage</p>
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- **Freelance Exchange (FX)** is Kansas City’s outsource resource. Here, ‘solopreneurs’ from the advertising/marketing industry come together as a community to share best practices, become savvier business owners, and

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expand their networks. FX also serves as a free resource for local businesses to find quality talent easily and quickly.

<https://www.kcfreelanceexchange.com>

- Website Design/Development, SEO, Online Marketing**

<p>Creative Capsule (913) 717-7162 www.creativecapsule.com Contact: Salil Talauiler</p>	<p>JBZign.com Jobeth Nastav jobeth@jbzign.com (913) 230-0357 https://jbzign.com</p>
<p>Dazium Design Solutions 1600 Genesee St, Suite 660 Kansas City, MO 64102 (816) 842-0001 www.dazium.com Contact: Kara Hess</p>	<p>SJ Insights, LLC (Social Media Marketing and Training) Sheree A. Johnson, CBC 2518 W. 144th Street Leawood, KS 66224 (913) 239-0976 sheree@sjinsights.net www.sjinsights.net</p>
<p>Be More Business Kimberly Beer kimberlybeer@gmail.com bemorebusiness.com 816-738-3222 816-738-3222</p>	<p>Boyer Web Studios www.boyerwebstudios.com hello@boyerwebstudios.com (816) 313-7907</p>
<p>SwiftOtter Inc. Joseph Maxwell Joseph@SwiftOtter.com 888-57 OTTER</p>	<p>Abraham Gin (LinkedIn Lead Generation) linkedin.com/in/abrahamgin abraham.gin@giantworldwide.com abrahamgin.com</p>
<p>Cannon Social Media Solutions Vicki S. Cannon Founder/Owner (913) 667-9737 www.cannonsocialmediasolutions.com/</p>	<p>Mr. Green Marketing Joshua Jolley Andy Michael www.mrgreenmarketing.com info@mrgreenmarketing.com 816-301-6968</p>

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<p>Duct Tape Marketing Nationwide network of small business marketing consultants https://ducttapemarketing.com/</p>	<p>Elemeno Design Dustin Ackart 108 N. Water Street, Suite E, Liberty, MO 64068 816 476 7776 dustin@elemenoweb.com https://elemenoweb.com</p>
<p>Affordable Online Advertising Local Business Directory Self-Maintained Directory Content SEO Optimization incorporated! www.everythingskc.com Business Contact: Dudley Nevins Dudley@EverythingKC.com 816.943.1127</p>	
<p>Tracy Enos Linked In Consultant https://www.linkedin.com/in/tracyenos/</p>	<p>Solve KC Aviva Ajmera linkedin.com/in/avivaajmera solvekc.com aviva.ajmera2@gmail.com</p>

- **Writers/Graphic Designers**

<p>Rich Designs (816)237-8706 www.richdesignsunltd.com Contact: Richard Lewis</p>	<p>Connectology Communications LLC Cheri Tabel (Blog writer/content manager) 913.558.3474 cheri@connectologyco.com</p>
<p>Font+Folio Graphic Design Atelier (816) 812-7993 www.fontandfolio.com Contact: Marianne Eppelheimer</p>	<p>Julie Cortés Copywriter Proofreader Founder: The Freelance Exchange (913) 484-8350 c copydiva@juliecortes.com https://www.juliecortes.com</p>

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Online Freelance resources

<https://www.upwork.com/>
<https://www.fiverr.com/>

• **Photographers/Videographers**

KC Storytellers/Wirken Photo

Tyler Wirken (photographer/videographer)
www.kcstorytellers.com
(816)-582-8954
Email: info@wirkenphoto.com
1800 Central St. Suite 202
Kansas City, Mo. 64108

Bliss Photography

Carol Bliss
carol@blissphotographyimages.com
15489 Quivira Rd
Overland Park, KS 66221
913 685-7556
<http://www.blissphotographyimages.com>

Mr. Green Marketing

Joshua Jolley
Andy Michael
<https://mrgreenmarketing.com/>
info@mrgreenmarketing.com
816-301-6968

Bella Media Services.

Online marketing services: social media, website designs, developments, & platform management
215 S. Lynn Street
Independence, MO 64050
(816) 456-7086
<https://bellamediaservices.com>

Aaron Lindberg Photography

1321 W 13th St #5A
Kansas City, MO 64102
(913) 522-9607
www.aaronlindberg.com

• **Other Marketing Services**

Investment Resources (market intelligence)

Donna Gordon
(816) 304-7958

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<p>www.investmentresources.biz http://www.linkedin.com/in/donnagordon</p>	
<p>Anything on Anything (ad specialty firm) Ryan Christopher 15144 Sweetbriar Dr. Basehor, KS 66007 (913) 302-0869 ryan@anythingonanything.com https://www.anythingonanything.com</p>	<p>Business by Promotion (ad specialty firm) Betsy Allgeyer 923 NE Woods Chapel Rd #170 Lee's Summit, MO 64064 (816) 350-8811 Betsy@businessbp.com https://www.businessbp.com</p>
<p>Duct Tape Marketing (a network of small business marketing agencies) https://ducttapemarketing.com</p>	<p>Connectus Worldwide (WBE application specialist/coach) Mary Shannon (816) 977-8790 linkedin.com/in/mary-shannon-934b34 https://connectusww.com/ mshannon@connectusww.com</p>

• **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/	

• **Human Resources**

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

- Commercial Insurance**

<p>Cornerstone David Parkhurst dparkhurst@ckcins.com (660) 287-6426-Mobile https://www.ckcins.com/</p>	<p>Haas & Wilkerson Insurance Kimberly Wilkerson 4300 Shawnee Mission Parkway Fairway, KS 66205 913.432.4400 kimberly.wilkerson@hwins.com hwins.com</p>
<p>Brier Payne Meade Insurance 12900 Metcalf Suite 200 Overland Park, KS 66213 913-402-9576 https://bpminsurance.com/</p>	<p>The Miller Group 903 E. 104th St. Suite 800 Kansas City, MO 64131 816.333.3000 Millercares.com</p>
<p>HISCOX: online business insurance broker https://www.hiscox.com</p>	

- 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.

<p>K-State Innovation Accelerator (Olathe) 22201 W Innovation Dr</p>	<p>Ennovation Center 201 N Forest Ave #130</p>
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<p>Olathe, KS 66061 (913) 541-1220 Bryan Severns</p> <p>https://olathe.k-state.edu/research/centers-institutes/food-programs/food-innovation-accelerator.html</p>	<p>Independence, MO 64050 (816) 463-3532</p> <p>https://www.ennovationcenter.com/</p>
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<p>Food Truck Central 100 S James St Kansas City, KS 66118 (913) 489-9419</p> <p>https://www.foodtruckcentralkc.com/</p>	<p>Don Bosco Community Center Kitchen 580 Campbell St Kansas City, MO 64106 (816) 674-5518</p> <p>https://www.donbosco.org</p>
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<p>Mid-Continent Public Library Culinary Center Xander Winkel 8581 N. Green Hills Rd. Kansas City, MO 64154 (816) 800-9503</p> <p>https://www.mymcpl.org/culinary</p>	
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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.

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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

Training opportunities:

The Missouri SBDC has courses offered throughout the year which are free or low cost.

<https://sbdc.missouri.edu/training/events>

- Winning Government Contracts: The First Steps
- Selling to the Government: The First Steps
- Small Business Certifications for Federal, State & Local Government Contracts
- Winning Federal Research Grants: SBIR/STTR Workshop

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>

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.>

• **Women and Minority Owned Business Certifications**

<p>Women’s Business Center Judy Bumpus Client Services Manager 6405 Metcalf Avenue Building #3 Suite 318 Overland Park, KS 66202</p>	<p>Connectus Worldwide, LLC Mary Shannon, Founder & Consultant 816-977-8790 mshannon@connectusww.com www.connectusww.com</p>
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<p>(913) 492-5922 https://kansascitywbc.com/home</p>	
	<p>Farris Legal Services Denise E. Farris https://farrislegal.net denise@farrislegal.net (913) 220-6203</p>

• Market Research Types & Tools

Research Type	
Business Intelligence	Your own business data – sales, profitability, number of customers, number of repeat customers, ...
Market Intelligence	<p>Your own Google search of industry data, or purchased reports from marketresearch.com, Forrester, Packaged Facts, IBIS World, ...</p> <p>Seek out government data –</p> <p>Census Business Builder: Small Business Edition</p> <ul style="list-style-type: none"> • https://cbb.census.gov/sbe/# • Demographic and economic data in a simple and easy to use format <ul style="list-style-type: none"> • Generate a report that shows your potential customers, businesses like yours, and consumer spending. • Look up by industry title, keyword, or NAICS code. <p>QuickFacts</p> <ul style="list-style-type: none"> • https://go.usa.gov/xPctN • Census bureau data about spending, incomes, age, other demographics
Competitive Intelligence	Site visits (website and in-store), annual reports, trade publications, vendors,...or hire a competitive intelligence specialist.

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Social Media Intelligence	Site visits or use monitoring tools such as Hootsuite, Google Alerts, Digimind, Twitter Counter, Tweet Reach, TalkWalker, Reddit Search, Reputology
Qualitative Research	Depth interviews or group discussions with your target audience – informally recruited and facilitated by you or hire a market research firm to help
Quantitative Research	Online survey programs such as Survey Monkey, ASAP Insights, TypeForm, Google Forms Or hire a market research firm to help

Your public library has access to extensive market information databases:

KC Public Library: <https://www.kclibrary.org/community-reference/business-entrepreneurship>

Mid-Continent Public Library Square One Small Business: <https://www.mymcpl.org/square-one>

- Non-Profit Organizations**

UMKC Midwest Center for Non-Profit Leadership:

The University of Missouri Kansas City has a Midwest Center for Non-Profit Leadership office located in the UMKC Innovation Center 4747 Troost Avenue (upstairs from the SCORE office) <https://bloch.umkc.edu/mcnl/>

Review their YouTube channel for recorded classes/presentations which may be relevant:
<https://www.youtube.com/channel/UCST3OlizcHF2HrqXrWyWfmg/playlists>

IRS rules and guidelines for tax-exempt organizations: <https://www.irs.gov/charities-and-nonprofits>

IRS overview of the lifecycle of an exempt organization: <https://www.irs.gov/charities-nonprofits/life-cycle-of-an-exempt-organization>

IRS virtual training, guidance, and forms resources for tax exempt organizations:

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<https://www.irs.gov/charities-non-profits/educational-resources-and-guidance-for-exempt-organizations>

Grant Watch: website that allows you to search for available grants:

<https://www.grantwatch.com/>