

# 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  
(816) 235-6500 <https://www.kcsourcelink.com>

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  
(816) 513-2491 <https://bizcare.kcmo.gov>

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

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

- **Accounting/Bookkeeping**

<p><b>B2BC Mobile Tax &amp; Solutions</b> Nicola Price, EA PO Box 16531 Raytown, MO 64133 816-410-0694 <a href="http://www.B2BCmobiletax.com">www.B2BCmobiletax.com</a></p>	<p><b>Integrity Accounting &amp; Mgt Svcs</b> 412 SW Joy Ct Blue Springs, MO 64014 816-813-7781 <a href="https://tandttaxes.com">https://tandttaxes.com</a> Contact: Olivia Smith</p>
<p><b>Soltys &amp; Clark, CPA, LLC</b> Trish Soltys 400 SW Longview Blvd, Suite 270 Lee’s Summit, MO 64081 816-942-5700</p>	<p><b>Meridian Business</b> <b>Amy Goode, CPA MBA</b> 9300 West 110th Street, Suite 620 Overland Park, KS 66210 (913) 424-2392 <a href="mailto:agoode@meridianbusiness.com">agoode@meridianbusiness.com</a> <a href="https://www.meridianbusiness.com/">https://www.meridianbusiness.com/</a></p>

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<p><b>Capstone Bookkeeping</b> 6029 Broadmoor Ste 213 Mission KS 66202 US 913-583-0096 <a href="http://capstonebookke1.capstonebookkeepingkc.com">http://capstonebookke1.capstonebookkeepingkc.com</a></p>	<p><b>Guardian Accounting Services</b> 3001 N State Rte 291, Unit 3 Harrisonville, MO 64701 (816)535-8250 Stephanie Paris Cunningham <a href="mailto:steph@guardianaccountingservices.com">steph@guardianaccountingservices.com</a></p>
<p><b>Meara Welch Browne</b> Julie Welch CPA PFS, CFP julier@meara.com 816-561-1400 2020 W. 89<sup>th</sup> St. Suite 300 Leawood, KS 66206 <a href="https://mwbpc.com">https://mwbpc.com</a></p>	<p><b>Notion CFO</b> Matt Myers matt@notioncfo.com 913-901-6879 1710 E 123<sup>rd</sup> Terrace Olathe, KS 66061 <a href="https://notioncfo.com/">https://notioncfo.com/</a></p>
<p><b>Quick books –</b> <a href="https://quickbooks.intuit.com/">https://quickbooks.intuit.com/</a></p>	<p><b>Freshbooks</b> <a href="https://www.freshbooks.com/">https://www.freshbooks.com/</a></p>

● **Attorneys**

<p><b>Jen Augustine</b> 8700 Monrovia, Suite 310 Lenexa, KS 66215 913-647-7522</p>	<p><b>Seck &amp; Associates, LLC</b> 7285 W 132<sup>nd</sup> St, #240 Overland Park, KS 66213 913-815-8485 www.seckassociates.com Contact: Sheila Seck</p>
<p><b>Business Law Advisors, LLC</b> Pascale Henn <a href="mailto:phenn@phbusinesslaw.com">phenn@phbusinesslaw.com</a> 8700 Monrovia St., Ste. 310 Lenexa, Kansas 66215 913-647-7522 Phone <a href="http://www.businesslawyerkansascity.com">www.businesslawyerkansascity.com</a></p>	<p><b>Hovey Williams LLP</b> (patents &amp; trademarks) Tracy Bornman 10801 Mastin Blvd., Suite 1000 Overland Park, KS 66210 913-647-9050 <a href="mailto:tlb@hoveywilliams.com">tlb@hoveywilliams.com</a></p>
<p><b>Spencer Fane</b> Carly Duvall T 816.292.8330 <a href="mailto:cduvall@spencerfane.com">cduvall@spencerfane.com</a></p>	<p><b>Pixel Law</b> Chris Brown A virtual law firm helping modern startups, freelancers, and small businesses. <a href="mailto:hello@pixellaw.com">hello@pixellaw.com</a> <a href="https://pixellaw.com/">https://pixellaw.com/</a></p>

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<p><b>SEED Law Consultation</b>          Adrienne B. Haynes          5225 NW 82nd Terrace          Kansas City MO 64151          816-945-4249  <a href="mailto:adrienne@seed.legal">adrienne@seed.legal</a>  <a href="https://www.seed.legal/home.html">https://www.seed.legal/home.html</a></p>	<p><b>UMKC School of Law Entrepreneurial Legal Services Clinic and Intellectual Property Clinic</b>          500 E. 52<sup>nd</sup> Street Ste 2-522-B          Kansas City, MO 64110-2499          (816)235-6424 Fax (816)235-6467  <a href="https://law.umkc.edu/academics/clinic-and-field-placements/entrepreneurial-legal-services-clinic.html">https://law.umkc.edu/academics/clinic-and-field-placements/entrepreneurial-legal-services-clinic.html</a>  <a href="mailto:elsclinic@umkc.edu">elsclinic@umkc.edu</a>          To apply:  <a href="https://form.jotform.com/201485042844150">https://form.jotform.com/201485042844150</a></p>
<p><b>Erise IP, P.A.</b>          Intellectual Property          7015 College Blvd #700          Overland Park, KS 66211          Carrie Bader          (913) 777-5618</p>	<p><b>Davis Business Law Kansas City</b>          7500 College Blvd, 5th Floor          Overland Park, KS 66210          Tel: (913) 348-6064          Jared Marsh (913) 354-2056  <a href="mailto:office@davisbusinesslaw.com">office@davisbusinesslaw.com</a></p>
<p><b>Armstrong Teasdale LLP</b>          (Small Business Specialization)          2345 Grand Blvd.          Suite 1500          Kansas City, MO 64108          Tel: (816) 221-3420          Crystal Howard</p>	

• **Banking**

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




# Kansas City

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<p><b>Sunflower Bank</b> 7400 W 135th St Overland Park, KS 66223 (913) 499-1013 <a href="https://www.sunflowerbank.com">https://www.sunflowerbank.com</a></p>	<p><b>CrossFirst Bank</b> 4622 Pennsylvania Avenue, Suite 1500 Kansas City, MO 64112 816-895-4600 <a href="https://www.crossfirstbank.com">https://www.crossfirstbank.com</a> Theodis Watson-Community Development Banking <a href="mailto:Theodis.Watson@CrossFirstbank.com">Theodis.Watson@CrossFirstbank.com</a> 816-895-4643</p>
<p><b>Academy Bank</b> 4400 Shawnee Mission Parkway Fairway, KS 66205 (913) 242-3790 <a href="https://www.academybank.com/">https://www.academybank.com/</a></p>	

- Banking: Kansas City Area Top SBA Lenders** 
  
Source: <https://www.bizjournals.com/kansascity/subscriber-only/2023/12/01/sba-lenders-ranked-by-number-of-7a-and-504-loans.html>

<p><b>#1 Small Business Bank</b> 13423 W. 92<sup>nd</sup> St. Lenexa, KS 66215 913-492-1300 <a href="http://smallbusinessbank.com">smallbusinessbank.com</a></p>	<p><b>#2 US Bank</b> 120 W 12<sup>th</sup> St. KC, MO 64105 816-871-2395 <a href="http://usbank.com">usbank.com</a></p>	<p><b>#3 The Huntington Natl Bank</b> 17 S. High St. Columbus, OH 43215 800-480-2265 <a href="http://huntington.com/">http://huntington.com/</a></p>	<p><b>#4 UMB BANK</b> 1010 Grand Blvd. Kansas City, MO 64106 816-860-7000 <a href="http://umb.com/">http://umb.com/</a></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.

- 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.

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

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

<b>Grant Watch:</b> website that allows you to search for available grants: <a href="https://www.grantwatch.com/">https://www.grantwatch.com/</a>	<b>Your SBA Loan Gal</b> Michele Walters Mobile: 816.289.5287 <a href="mailto:mwalters@sbaloangal.com">mwalters@sbaloangal.com</a> <a href="http://sbaloangal.com">sbaloangal.com</a>
<b>Small Business Financing - Rollover for Business Startups (ROBS)</b> <b>Accefund</b> 8700 Monrovia, Suite 310 Lenexa, KS 66215 Mickey Parker <a href="mailto:mickey@accefund.com">mickey@accefund.com</a> 913-274-1930 Ext 101	

- **Micro Loans** (Typically offer \$500 - \$50,000 with lesser credit requirements and higher rates.)
- **Kansas City CDFI Coalition**  
<http://cdficoalitionkc.com/>

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*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

## Lendricity

As a minority-led Community Development Financial Institution, we are dedicated to providing economic opportunities and progressive growth for underserved urban and rural small business borrowers and their communities.

<https://lendistry.com>

Business Lending: 855-476-5870  
General Lendistry Support: 888-594-7270

## 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

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- Business Brokers (Valuation, Buy, Sell)**

<p><b>Mark A. Blackton</b> <b>Insights3</b> 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 <a href="mailto:mblackton@insights3.com">mblackton@insights3.com</a> <a href="https://www.linkedin.com/in/mark-blackton">linkedin.com/in/mark-blackton</a> <a href="http://businessdesign.cc">http://businessdesign.cc</a></p>	<p><b>Polly Johnson, CBC</b> Direct: 816/616/6160 KC Business Brokers 4901 W. 136th St. Leawood, Ks 66224 <a href="http://www.kcbusinessbrokers.net">www.kcbusinessbrokers.net</a> Business/ Exit Strategy</p>
<p><b>Laura Maver Ward, M&amp;AMI, CBI, CM&amp;AP, CBC</b> Founder &amp; 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</p>	<p><b>Apex Business Advisors</b> 7101 College Blvd, #1650 Overland Park, KS 66210 <u>Directions</u> <b>Phone:</b> (913) 383-2671 <b>Fax:</b> (913) 273-6719 <b>Email:</b> <a href="mailto:support@kcapex.com">support@kcapex.com</a></p>

- Commercial Insurance**

<p><b>Cornerstone</b> David Parkhurst <a href="mailto:dparkhurst@ckcins.com">dparkhurst@ckcins.com</a> (660) 287-6426-Mobile <a href="https://www.ckcins.com/">https://www.ckcins.com/</a></p>	<p><b>The Miller Group</b> 903 E. 104<sup>th</sup> St. Suite 800 Kansas City, MO 64131 816.333.3000 <a href="http://Millercares.com">Millercares.com</a></p>
<p><b>Brier Payne Meade Insurance</b> 12900 Metcalf Suite 200 Overland Park, KS 66213 913-402-9576 <a href="https://bpminsurance.com/">https://bpminsurance.com/</a></p>	<p><b>HISCOX:</b> online business insurance broker <a href="https://www.hiscox.com">https://www.hiscox.com</a></p>



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## • Computer Services & Maintenance

<p><b>ATMCS, LLC</b>          520 W 103<sup>rd</sup> St, #279          Kanas City, MO 64114          913-788-8270  <a href="http://www.atmcs.com">www.atmcs.com</a>          Contact: Andre Maxwell</p>	<p><b>Melray Technologies</b>          816-882-9346  <a href="http://www.melraytechnologies.com">www.melraytechnologies.com</a>          Contact: Prasad Lokugamage</p>
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## • Credentialling Organizations:

Help guide people through the process to get official as providers with Medicare, Medicaid, etc., and health insurance companies.

<p><b>Credentialing &amp; Consulting Alliance LLC</b>          19 W Linwood Blvd          Kansas City, MO 64111          (913) 948-7005          Sherry O’Bray</p>	<p><b>Credentialing Experts</b>          7301 Mission Rd, Suite 141          Prairie Village, KS 66208          (913) 851-7780          Ann Yokley</p>
<p><b>NuWay Credentials</b>          601 NE Field Creek Dr          Blue Springs, MO 64014          (816) 229-8100          Kelly Boyer</p>	<p><b>Medical Provider Resources</b>          1102 S Hillside          Wichita, KS 67211          (316) 683-0178          Vicki Bond</p>

## • CRM & Email

CRM	E-Mail Marketing
HubSpot - <a href="https://www.hubspot.com/">https://www.hubspot.com/</a>	MailChimp - <a href="https://mailchimp.com/">https://mailchimp.com/</a>
Nimble - <a href="https://www.nimble.com/">https://www.nimble.com/</a>	Constant Contact - <a href="https://www.constantcontact.com">https://www.constantcontact.com</a>
Zoho – <a href="https://www.zoho.com/">https://www.zoho.com/</a>	

## • 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.)

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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](http://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](http://www.dhs.gov/openforbusiness)
- [www.gsaadvantage.gov](http://www.gsaadvantage.gov)
- [www.ccr.gov](http://www.ccr.gov)
- [www.sba.gov](http://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.>

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## • 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><b>K-State Innovation Accelerator (Olathe)</b> 22201 W Innovation Dr Olathe, KS 66061 (913) 541-1220 Bryan Severns <a href="https://olathe.k-state.edu/research/centers-institutes/food-programs/food-innovation-accelerator.html">https://olathe.k-state.edu/research/centers-institutes/food-programs/food-innovation-accelerator.html</a></p>	<p><b>Ennovation Center</b> 201 N Forest Ave #130 Independence, MO 64050 (816) 463-3532 Danielle DuPree <a href="https://www.ennovationcenter.com/">https://www.ennovationcenter.com/</a></p>
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<p><b>Food Truck Central</b> 100 S James St Kansas City, KS 66118 (913) 489-9419 <a href="https://www.foodtruckcentralkc.com/">https://www.foodtruckcentralkc.com/</a></p>	<p><b>Don Bosco Community Center Kitchen</b> 580 Campbell St Kansas City, MO 64106 (816) 674-5518 <a href="https://www.donbosco.org">https://www.donbosco.org</a></p>
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## • Franchises

These innovation organizations provide guidance on franchises and can help you find a suitable franchise.

<p><b>FranNet</b> Ben Terrill   Office Owner &amp; President FranNet of Missouri, Kansas, Southern Illinois and Eastern Iowa (314) 323-4090 <a href="mailto:bterrill@frannet.com">bterrill@frannet.com</a> <a href="http://www.frannet.com">www.frannet.com</a></p>	<p><b>The Entrepreneur’s Source</b> Sara Roy (913) 359-9939 <a href="https://sroy.esourcecoach.com/">https://sroy.esourcecoach.com/</a>   <a href="mailto:sroy@esourcecoach.com">sroy@esourcecoach.com</a></p> <p>Andrew Ritterling (816)368-1302 <a href="https://aritterling.esourcecoach.com/">https://aritterling.esourcecoach.com/</a> <a href="mailto:aritterling@esourcecoach.com">aritterling@esourcecoach.com</a></p>
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- **Grant Watch:** website that allows you to search for available grants: <https://www.grantwatch.com/>

## • Human Resources

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<p><b>Karen Hughey, MLRHR</b>          Founder, CEO          6240 W. 135<sup>th</sup> St., Ste. 236          Overland Park, Kansas 66223          913-647-5352 (O)          913-645-7129 (M)  <a href="http://www.kr-hr.com/">www.kr-hr.com/</a>  <a href="mailto:karen@kr-hr.com">karen@kr-hr.com</a></p>	<p><b>HR-Rethought</b>          Sandra DeStigher          913.424.3190  <a href="mailto:Sandra.destigher@hr-rethought.com">Sandra.destigher@hr-rethought.com</a>  <a href="https://hr-rethought.com/">https://hr-rethought.com/</a></p>
<p><b>FineLine HR Consulting, LLC</b>          Shelly Freeman          7611 State Line Rd.          Kansas City, MO 64114  <a href="http://Finelinehr.com">Finelinehr.com</a>          816-479-0388  <a href="mailto:Info@finelinehr.com">Info@finelinehr.com</a></p>	<p><b>PEARL Business Solutions (Virtual Admin)</b>          Angela Cramer          (913) 800-5330  <a href="mailto:angela@pearlkc.com">angela@pearlkc.com</a>  <a href="http://www.pearlkc.com">www.pearlkc.com</a></p>
<p><b>Lever I</b>          5200 Metcalf Ave, Suite 300          Overland Park, KC 63101          (816)994-1300  <a href="mailto:Info@lever1.com">Info@lever1.com</a></p>	

- **IRS Publication 334, Tax Guide for Small Business (Individuals Who Use Schedule C):** <https://www.irs.gov/forms-pubs/about-publication-334>
- **IRS Publication 583, Publication 583 (01/2021), Starting a Business and Keeping Records:** <https://www.irs.gov/publications/p583>
- **KC 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 expand their networks. FX also serves as a free resource for local businesses to find quality talent easily and quickly.  
<https://www.kcfreelanceexchange.com>

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## • 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"> <li>• <a href="https://cbb.census.gov/sbe/#">https://cbb.census.gov/sbe/#</a></li> <li>• Demographic and economic data in a simple and easy to use format               <ul style="list-style-type: none"> <li>• Generate a report that shows your potential customers, businesses like yours, and consumer spending.</li> </ul> </li> <li>• Look up by industry title, keyword, or NAICS code.</li> </ul> <p>QuickFacts</p> <ul style="list-style-type: none"> <li>• <a href="https://go.usa.gov/xPctN">https://go.usa.gov/xPctN</a></li> <li>• Census bureau data about spending, incomes, age, other demographics</li> </ul>
Competitive Intelligence	Site visits (website and in-store), annual reports, trade publications, vendors,...or hire a competitive intelligence specialist.
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:**

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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](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:**

[https://www.irs.gov/charities-non-profits/educational-resources-and-guidance-for-exempt organizations](https://www.irs.gov/charities-non-profits/educational-resources-and-guidance-for-exempt-organizations)

**Other Nonprofit resources:**

<https://www.501commons.org/>

<https://www.councilofnonprofits.org/>

<https://blueavocado.org/>

<https://boardsource.org/nonprofit-sector-research/>

<https://boardsource.org/nonprofit-sector-research/>

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## • Other Marketing Services

<p><b>Investment Resources</b> (market intelligence) Donna Gordon (816) 304-7958 <a href="http://www.investmentresources.biz">www.investmentresources.biz</a> <a href="http://www.linkedin.com/in/donnagordon">http://www.linkedin.com/in/donnagordon</a></p>	<p><b>MEDIAHEAD!</b> (digital printing firm) Betsy Allgeyer 816-674-5301 <a href="mailto:Betsy@myMediaHead.com">Betsy@myMediaHead.com</a> <a href="https://mymediahead.com/">https://mymediahead.com/</a></p>
<p><b>Duct Tape Marketing (a network of small business marketing agencies)</b> <a href="https://ducttapemarketing.com">https://ducttapemarketing.com</a></p>	<p><b>Business by Promotion</b> (ad specialty firm) Betsy Allgeyer 923 NE Woods Chapel Rd #170 Lee's Summit, MO 64064 (816) 350-8811 <a href="mailto:Betsy@businessbp.com">Betsy@businessbp.com</a> <a href="https://www.businessbp.com">https://www.businessbp.com</a></p>
<p><b>Connectus Worldwide (WBE application specialist/coach)</b> Mary Shannon (816) 977-8790 <a href="https://www.linkedin.com/in/mary-shannon-934b34">linkedin.com/in/mary-shannon-934b34</a> <a href="https://connectusww.com/">https://connectusww.com/</a> <a href="mailto:mshannon@connectusww.com">mshannon@connectusww.com</a></p>	

## • Photographers/Videographers

<p><b>KC Storytellers/Wirken Photo</b> Tyler Wirken (photographer/videographer) <a href="http://www.kcstorytellers.com">www.kcstorytellers.com</a> (816)-582-8954 Email: <a href="mailto:info@wirkenphoto.com">info@wirkenphoto.com</a> 1800 Central St. Suite 202 Kansas City, Mo. 64108</p>	<p><b>Bliss Photography</b> Carol Bliss <a href="mailto:carol@blissphotographyimages.com">carol@blissphotographyimages.com</a> 15489 Quivira Rd Overland Park, KS 66221 913 685-7556 <a href="http://www.blissphotographyimages.com">http://www.blissphotographyimages.com</a></p>
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- Website Design/Development, SEO, Online Marketing**

<p><b>Creative Capsule</b> (913) 717-7162 <a href="http://www.creativecapsule.com">www.creativecapsule.com</a> Contact: Salil Talauiler</p>	<p><b>JBZigN.com</b> Jobeth Nastav <a href="mailto:jobeth@jbzign.com">jobeth@jbzign.com</a> (913) 230-0357 <a href="https://jbzign.com">https://jbzign.com</a></p>
<p><b>Dazium Design Solutions</b> 1600 Genesee St, Suite 660 Kansas City, MO 64102 (816) 842-0001 <a href="http://www.dazium.com">www.dazium.com</a> Contact: Kara Hess</p>	<p><b>SJ Insights, LLC</b> (Social Media Marketing and Training) Sheree A. Johnson, CBC 2518 W. 144th Street   Leawood, KS 66224 (913) 239-0976   <a href="mailto:sheree@sjinsights.net">sheree@sjinsights.net</a> <a href="http://www.sjinsights.net">www.sjinsights.net</a></p>
<p><b>Be More Business</b> Kimberly Beer <a href="mailto:kimberlybeer@gmail.com">kimberlybeer@gmail.com</a> <a href="http://bemorebusiness.com">bemorebusiness.com</a> 816-738-3222</p>	<p><b>Boyer Web Studios</b> <a href="http://www.boyerwebstudios.com">www.boyerwebstudios.com</a> <a href="mailto:hello@boyerwebstudios.com">hello@boyerwebstudios.com</a> (816) 313-7907</p>
<p><b>SwiftOtter Inc.</b> Joseph Maxwell <a href="mailto:Joseph@SwiftOtter.com">Joseph@SwiftOtter.com</a> 888-57 OTTER</p>	<p><b>Abraham Gin</b> (LinkedIn Lead Generation) <a href="https://linkedin.com/in/abrahamgin">linkedin.com/in/abrahamgin</a> <a href="mailto:abraham.gin@giantworldwide.com">abraham.gin@giantworldwide.com</a> <a href="http://abrahamgin.com">abrahamgin.com</a></p>
<p><b>Cannon Social Media Solutions</b> Vicki S. Cannon Founder/Owner (913) 667-9737 <a href="http://www.cannonsocialmediasolutions.com/">www.cannonsocialmediasolutions.com/</a></p>	<p><b>Mr. Green Marketing</b> Joshua Jolley Andy Michael <a href="http://www.mrgreenmarketing.com">www.mrgreenmarketing.com</a> <a href="mailto:info@mrgreenmarketing.com">info@mrgreenmarketing.com</a> 816-301-6968</p>
<p><b>Duct Tape Marketing</b> Nationwide network of small business marketing consultants <a href="https://ducttapemarketing.com/">https://ducttapemarketing.com/</a></p>	<p><b>Elemeno Design</b> Dustin Ackart 108 N. Water Street, Suite E, Liberty, MO 64068 816 476 7776 <a href="mailto:dustin@elemenoweb.com">dustin@elemenoweb.com</a> <a href="https://elemenoweb.com">https://elemenoweb.com</a></p>



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<p><b>Affordable Online Advertising</b> Local Business Directory Self-Maintained Directory Content SEO Optimization incorporated! <a href="http://www.everythingskc.com">www.everythingskc.com</a> Business Contact: Dudley Nevins <a href="mailto:Dudley@EverythingKC.com">Dudley@EverythingKC.com</a> 816.943.1127</p>	<p><b>Solve KC</b> Aviva Ajmera <a href="https://www.linkedin.com/in/avivaajmera">linkedin.com/in/avivaajmera</a> <a href="http://solvekc.com">solvekc.com</a> <a href="mailto:aviva.ajmera2@gmail.com">aviva.ajmera2@gmail.com</a></p>
<p><b>Tracy Enos</b> Expert LinkedIn Adviser Cell: 417-593-1570 <a href="mailto:tracy@tracyenos.com">tracy@tracyenos.com</a> <a href="https://theultimateprofilechecklist.com/">https://theultimateprofilechecklist.com/</a></p>	

- Women and Minority Owned Business Certifications**

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

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- Writers/Graphic Designers/Business Signage**

<p><b>Rich Designs</b> (816)237-8706 <a href="http://www.richdesignsunltd.com">www.richdesignsunltd.com</a> Contact: Richard Lewis</p>	<p><b>Connectology Communications LLC</b> Cheri Tabel (Blog writer/content manager) 913.558.3474 cheri@connectologyco.com</p>
<p><b>Font+Folio</b> Graphic Design Atelier (816) 812-7993 <a href="http://www.fontandfolio.com">www.fontandfolio.com</a> Contact: Marianne Eppelheimer</p>	<p><b>Julie Cortés</b> Copywriter   Proofreader Founder: The Freelance Exchange (913) 484-8350 c copydiva@juliecortes.com  <a href="https://www.juliecortes.com">https://www.juliecortes.com</a></p>
<p><b>Online Freelance resources</b> <a href="https://www.upwork.com/">https://www.upwork.com/</a> <a href="https://www.fiverr.com/">https://www.fiverr.com/</a></p>	<p><b>Kansas City Sign Company</b> Business Signage Lee Mendenhall-President 8248 NW 101<sup>st</sup> Terrace #4  Kansas City MO 64153 816.216.6109 – office 816.977.0432 – cell <a href="mailto:lee@kansascitysigns.com">lee@kansascitysigns.com</a> <a href="http://www.kansascitysigns.com">www.kansascitysigns.com</a></p>