

The logo for GROWKS. It features a large, stylized gold star on the left. To the right of the star, the word "GROWKS" is written in a bold, sans-serif font. "GROW" is in dark blue, and "KS" is in gold. Below "GROWKS" is the text "LOAN AND EQUITY PROGRAMS" in a bold, dark blue sans-serif font.

# **GROWKS**

## **LOAN AND EQUITY PROGRAMS**

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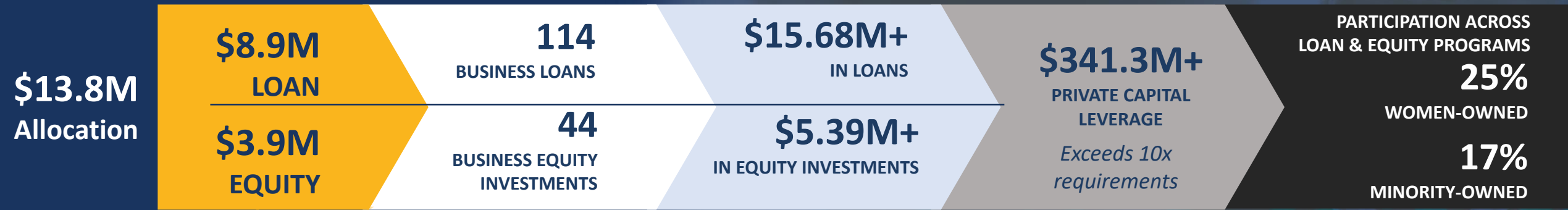


# SSBCI Background

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## BACKGROUND: SSBCI 1.0: \$13.8 Million Allocation



Results as of May 2022

## SSBCI 2.0: \$69 Million Allocation

**Loan**  
\$42  
Million

**Equity**  
\$27  
Million

## SSBCI: Goals for GROWKS

**U.S.  
Treasury**

10:1

SEDI

**GROWKS**

Increase Diversity

Engage more partners



## The logo for the GROWKS Loan Fund Program. It features a stylized gold star on the left with a swooshing line passing through it. To the right of the star, the word "GROWKS" is written in a bold, sans-serif font. "GROW" is in dark blue, and "KS" is in gold. Below "GROWKS", the words "LOAN FUND PROGRAM" are written in a bold, dark blue, sans-serif font.

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# Partners





## Statewide Partners

- Submit (any GROWKS) Applications on behalf of entrepreneurs
- Can serve the entire state
- Monthly Rounds - 15th





## Authorized E-Communities

- Decide locally on two GROWKS loans
  - Rural/Urban-Distressed
  - Minority/Women Starter
- Applicants in their E-Community
- Can stack with E-Community (if enough match)



Entrepreneurship  
Community  
Partnership



# GROWKS Overview

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**SSBCI 1.0: \$13.8M Allocation**

## **LOAN/EQUITY PROGRAMS**

- ▶ **MINORITY/WOMEN-LED STARTER LOANS**  
Loan Cap: \$100,000
- ▶ **RURAL/URBAN DISTRESSED LOANS**  
Loan Cap: \$100,000
- ▶ **MINORITY/WOMEN-LED GROWTH LOANS**  
Loan Cap: \$250,000
- ▶ **COMMUNITY ASSET LOANS**  
Loan Cap: \$250,000
- ▶ **TARGET SECTOR LOANS**  
Loan Cap: \$1M



## RURAL/URBAN DISTRESSED LOANS

**Match: 150% match of the private investment**

**Geography: Rural & distressed areas of urban centers**

**Loan Cap: \$100,000**

**Example:**

**Purchase of an eye care business in Atchison. They had over \$450K in bank funds and received another \$100,000 from Rural/Urban Distressed Loan**

**\*Authorized E-Community  
or Statewide Partner**

## MINORITY/WOMEN-LED STARTER LOANS



COMPANION FINANCING TO BANK LOANS

\* Authorized E-Community  
or Statewide Partner

**Match: 200% match of the private investment**

Geography: Statewide

Loan Cap: \$100,000

Example:

Construction business in KCK approved for a  
\$50,000 bank loan, used that to leverage another  
\$100,000 Minority/Women-Led Starter Loan



COMPANION FINANCING TO BANK LOANS

## MINORITY/WOMEN-LED GROWTH LOANS

**Match: 25% match of the private investment**

**Geography: Statewide**

**Loan Cap: \$250,000**

**Example:**

**Restaurant in Wichita is working on \$1.15M from their bank and applied for an additional \$125,000 from the Minority/Women-Led Growth Loan**

**\*Statewide Partner/ASO**



COMPANION FINANCING TO BANK LOANS

## COMMUNITY ASSET LOANS

**Match: 15% match of the private investment**

**Geography: Statewide**

**Loan Cap: \$250,000**

**Example:**

**Business in Hutchinson secured \$1.3M from the bank and applied for an additional \$200,000 from the Community Asset Loan**

**\*Statewide Partner/ASO**



COMPANION FINANCING TO BANK LOANS

\*Statewide Partner/ASO

## TARGET SECTOR LOANS

*Advanced Manufacturing, Aerospace, Distribution, Logistics and Transportation, Food and Agriculture, Professional and Technical Services as specified within the Kansas Framework for Growth*

**Match: 10% match of the private investment**  
**Geography: Statewide, specific industries eligible**  
**Loan Cap: \$1M**

**Example:**  
**Business receives a \$5M bank loan,**  
**the business could qualify for an up to \$500,000**  
**Target Sector Loan**





# GROWKS Eligibility Basics

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## Eligibility Basics

- Kansas for-profits and non-profits
- Small businesses (< 500 employees)
- All business stages – startups to growth
- Bank, CDFI, or other financial institution has to be involved
- Focus on socially and economically disadvantaged (SEDI) populations *rural, women, minorities, veterans, distressed census tracts, etc*
- Flexible use of funds – working capital, inventory, real estate, equipment, etc
- 90 Day look back on match
- Collateral is not required but is nice
- Personal Guaranty is required for anyone with at least 20% ownership
- 1-5 years, 4%  
6-10 years, 6%



## Eligibility **Red** Flags

- NOT for purchasing stock, speculative activities, illegal activities, or projects with conflicts-of-interest
- BE CAREFUL with
  - Passive real estate
  - Refinancing  
*Let's talk first*
- \$20M project cap



## Program Results YTD

- 8 from Authorized E-Communities
- 15 Statewide\*
  
- Hays to KCK
  
- 10 Minority/Woman Starter
- 10 Rural/Urban Distressed
- 1 Minority/Woman Growth
- 2 Community Asset
- **22 of 23 = SEDI**

## Total Loans

**\$2.17M Approved**

\$1.36M Disbursed

**23 Approved**

17 Disbursed

**\$6.85M Leveraged**

\$2.0M Disbursed





**FOR MORE INFORMATION:**  
Call: 877-521-8600 or Email: [info@networkkansas.com](mailto:info@networkkansas.com)

[www.growks.com](http://www.growks.com)



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THE KANSAS FRAMEWORK FOR GROWTH

**GROWKS**

**EQUITY FUND PROGRAMS**

COMPANION INVESTMENT TO PRIVATE CAPITAL INVESTMENT

**Total Allocation: \$18M**

**ANGEL CAPITAL SUPPORT PROGRAM**

**MINORITY/WOMEN-LED INVESTMENTS**

**Minimum investments: \$50,000**

**Geography: Statewide**

*First round*

Match: 200% match of the private investment

Investment Cap: \$250,000

*Second round*

Match: 100% match of the private investment

Investment Cap: Additional \$150,000

**NON-MINORITY/WOMEN-LED INVESTMENTS**

**Minimum investments: \$50,000**

**Geography: Statewide**

*First round*

Match: 100% match of the private investment

Investment Cap: \$250,000

*Second round*

Match: 100% match of the private investment

Investment Cap: Additional \$150,000



## Eligibility & Deal Profile Basics

- For-Profit - Kansas based
- Private capital required as match/leverage
- Rounds no larger than \$20M
- 90-day look back
- Industry agnostic
- Pre-seed, seed, early-stage
- Looking to scale/selling outside KS





## Equity Program Process

- Prospects contact [equity@networkkansas.com](mailto:equity@networkkansas.com)
- Candidates receive an application and diligence request list
- Review and diligence completed within 30 days
- Monthly review and approval



- **Approved to date: 8 deals/\$1.8M**
- **Industries: Animal Health, Industrial SAAS, GovTech, HRTech, Education, Consumer Product, AgTech**
- **5 Female Founders/3 Male Founders**
- **7 VSB = <10 employees**



For more information:  
Call: 877-521-8600 or email  
[equity@networkkansas.com](mailto:equity@networkkansas.com)

[www.growks.com](http://www.growks.com)