

**RESOURCE DIRECTORY OF  
VALUE-ADDED BUSINESS DEVELOPMENT  
PROFESSIONAL CONSULTANTS**

**By**

**DAVID COLTRAIN**

Extension Assistant, Arthur Capper Cooperative Center  
Department of Agricultural Economics, Kansas State University  
For information call 785-532-1523 or e-mail [coltrain@agecon.ksu.edu](mailto:coltrain@agecon.ksu.edu)

**DAVID BARTON**

Director, Arthur Capper Cooperative Center  
Professor, Department of Agricultural Economics, Kansas State University

May 2000

**Arthur Capper Cooperative Center**  
Department of Agricultural Economics  
Cooperative Extension Service  
Kansas State University

---

# INDEX

<b>Kansas Cooperative Development Center .....</b>	<b>3</b>
<b>Kansas Department of Commerce &amp; Housing .....</b>	<b>4</b>
<b>Kansas Department of Agriculture.....</b>	<b>8</b>
<b>Arthur Capper Cooperative Center .....</b>	<b>9</b>
<b>USDA Rural Development Cooperative Services.....</b>	<b>10</b>
<b>Appropriate Technology Transfer for Rural Areas (ATTRA) .....</b>	<b>10</b>
<b>Business Development Consultants .....</b>	<b>11</b>
<b>Kansas State University Research &amp; Extension Contacts .....</b>	<b>13</b>
<b>Kansas Cooperative Extension Offices.....</b>	<b>14</b>
<b>Kansas Small Business Development Centers (SBDC).....</b>	<b>18</b>
<b>Kansas Association of Certified Development Companies (CDC) .....</b>	<b>19</b>
<b>Resource Conservation &amp; Development Councils (RC&amp;D) .....</b>	<b>20</b>
<b>Other Economic Development Assistance.....</b>	<b>20</b>
<b>U.S. Small Business Administration (SBA).....</b>	<b>21</b>
<b>Other Cooperative Centers.....</b>	<b>22</b>
<b>Other Organizations and Associations.....</b>	<b>23</b>
<b>Websites.....</b>	<b>24</b>

---

# Kansas Cooperative Development Center

Kansas Cooperative Development Center  
Department of Agricultural Economics  
Kansas State University  
303 Waters Hall  
Manhattan, KS 66502

David Coltrain (785) 532-1523  
coltrain@agecon.ksu.edu

David Barton (785) 532-1508  
barton@agecon.ksu.edu

**The overall goal of the Kansas Cooperative Development Center (KCDC) is to improve the earnings and economic conditions of agricultural producers and other rural residents. The strategy is to encourage and to assist cooperative business development focused on value-added marketing and processing of agricultural products.**

The KCDC is a joint program of the Arthur Capper Cooperative Center (ACCC) in Kansas State University's Department of Agricultural Economics, the Agricultural Value Added Center (AVAC), a unit within the Kansas Department of Commerce and Housing's Agriculture Products Development Division, and the cooperative development program of the Kansas USDA/Rural Development office. The KCDC is funded by a grant from USDA.

## **The specific objectives of the KCDC are to:**

1. Provide educational programs such as conferences, symposiums and seminars to current and potential clients.

2. Provide business development education and assistance to clients including information about: (a) business structure alternatives, (b) conducting feasibility studies as well as evaluation of completed feasibility studies, (c) preparing and evaluating business plans and (d) obtaining legal assistance and other professional services that may be required.

3. Provide a cooperative development information clearinghouse for use by current and potential clients, lenders, investors and others.

4. Strengthen and expand state-level, regional-level and national-level partnerships, such as the Kansas Cooperative Development Consortium, the Great Plains Cooperative Development Consortium and other cooperative development centers and programs, for the purpose of exchanging information and providing assistance to each other.

## **Initial Assistance Grant**

One form of assistance provided by the KCDC is an Initial Assistance Grant (IAG). One of the critical elements essential for creating new business ventures is professional services provided by legal, accounting and business consulting experts.

Getting a new business venture started and organized is often difficult because of a lack of funds. The IAG can provide for expenses incurred in obtaining legal, accounting, consulting and other business development expenses in new start-up businesses.

Eligible applicants must be a group or an association of agricultural producers. The IAG is available to applicants who can demonstrate that their business idea has the potential to profitably add value through processing or marketing of existing commodities or alternative crops and livestock.

Please contact the Kansas Cooperative Development Center to receive an IAG application and/or to answer additional questions.

## **KCDC Website**

The KCDC is developing a website page on the Arthur Capper Cooperative Center homepage. Many of the publications in this Reference Notebook as well as additional educational and informative material will be available. The Arthur Capper Cooperative Center's URL: <http://www.agecon.ksu.edu/accc/>

---

# Kansas Department of Commerce & Housing

1000 SW Jackson, Suite 100  
Topeka, KS 66612-1354  
www.kansascommerce.com

The Kansas Department of Commerce & Housing is the lead agency for economic development in Kansas. The Department's responsibilities are to foster economic development through the promotion of business, commerce and industry. This is accomplished through the Department's seven divisions, along with a network of business assistance providers throughout the state.

## Agriculture Products Development Division

Connie Fischer—Director  
(785) 296-5253  
FAX: (785) 296-3776  
agprod@ink.org

The following programs support Kansas agriculture with marketing services and technical support.

### Agricultural Value Added Center

The Value Added Center promotes the development and commercialization of agricultural products and processes. The office assists agriculture entrepreneurs and existing companies by providing technical assistance, information, research and a competitive loan program. The two primary components of the Value Added Center are the Foods and Feeds Program and the Industrial Agriculture Program

### Food and Feeds Program – Lee Masenthin – 785-296-8132

This program focuses on food and animal feed products. It offers assistance with business planning, product development, technology, marketing, nutrition labeling, product sourcing and pilot plant utilization. Loans are available on a competitive basis for projects that develop a commercialized product which will lead to job creation, increased sales and agricultural product utilization in Kansas.

### Industrial Agriculture Program – Meleesa Younggren – 785-296-6080

This program, similar to Foods and Feeds, provides services for businesses seeking to commercialize alternative uses for agricultural products and technology. This program also has loans available on a competitive basis.

### Cooperative Development Services – Ray Hammarlund – 785-296-3084

The Cooperative Development Program assists producers in forming cooperatives, alliances, and other business structures to enhance market opportunities for Kansans. The center provides technical assistance in the areas of business structure, finance, and marketing. Financial assistance, on a competitive basis, is also available.

### International Marketing Program – Jerry Dudley – 785-296-3174

This program promotes Kansas agricultural products at a global level by conducting trade missions to target countries and by coordinating itineraries for foreign buying teams. It also serves as a valuable information source, offering importer lists by product and country, providing product and supplier lists to importers and maintaining computer access to U.S. Department of Agriculture databases and foreign market analysis data. Technical information regarding livestock shipment, health regulations, payment terms and other exportation requirements are also available from this office.

### Market Development Program Dixie Russell – 785-296-3736

Economic growth in the agricultural sector is the primary goal of this program, as the Division continually identifies new markets for Kansas products. Market development services include facilitating research with co-operators, market development studies for constituents, exploration of new markets and merchandising opportunities, and fulfillment of constituent requests. Division activities include cooperation between agribusiness, commodity and trade organizations; producer groups;

research bodies; and other interested entities. Marketing staff participates in conferences and trade shows to network with constituents and other professionals, and to keep apprised of industry trends.

### From the Land of Kansas – Megan Kilgore – 785-296-7006

The *From the Land of Kansas* trademark program provides Kansas producers increased exposure for their products through publications, trade shows and seminars. Marketing opportunities include the *Kansas Connection Catalog*, an Internet version of the Catalog, and *From the Land of Kansas Membership Directory*.

### Division Outreach Services

Division outreach services include speakers, seminars, trade shows and publications. Staff members are available to speak on a variety of topics and programs. The Division is also represented at trade shows and conferences, such as the 3i Show, The Kansas State Fair and the Buy Kansas Expo. The *From the Land of Kansas Membership Directory*, the *Kansas Connection Catalog* and informational brochures are among publications available through the Division.

### Kansas Agribusiness Directory

An invaluable resource for agribusiness, the Directory provides information about Kansas businesses that export commodities and other agricultural products and equipment.

---

## **Business Development Division**

Steve Kelly—Director  
(785) 296-5298  
FAX: (785) 296-3490  
busdev@ink.org

The following programs are administered through the Business Development Division to help businesses grow in Kansas.

### **Business Finance Programs:**

#### **Kansas Economic Opportunity Initiatives Fund (KEOIF)**

These funds are set aside by the state legislature to address opportunities or emergencies that may have substantial impact on the Kansas economy. This financial aid is used to secure economic benefits and to avoid or remedy economic losses. Situations include the major expansion of an existing Kansas commercial enterprise, the potential location of a major employer in Kansas, matching a significant federal or private sector grant, departure or substantial reduction of the operations of a major employer and closure of a major federal or state institution.

#### **Kansas Existing Industry Expansion Program (KEIEP)**

This program addresses the expansion needs of existing Kansas businesses. Like the Kansas Economic Opportunity Initiatives Fund program, this is a performance-based program that stresses growth or retention of jobs. Companies wishing to use these funds are required to commit to specific employment and payroll performance levels.

#### **Kansas Enterprise Zone Act**

Enterprise Zone incentives are available to qualifying businesses throughout Kansas, based on the location of the facility, the type of facility (manufacturing, non-manufacturing or retail), the capital investment and the number of jobs created. A sales tax exemption is available on materials, equipment and services purchased when building,

expanding or renovating a business facility. State income tax credits are available for job creation and capital investment. Earned credits may be used to offset up to 100 percent of a company's annual state income tax liability.

#### **Kansas Partnership Fund**

This fund provides financial assistance to Kansas cities and counties by making low-interest loans for infrastructure projects necessary to attract new business or expand local business. This is a revolving loan fund, available to all cities and counties throughout the state.

#### **Kansas Venture Capital and Seed Capital Programs**

These programs were created to increase the availability of risk capital in Kansas. Businesses demonstrating strong growth potential but lacking the financial strength to obtain conventional financing are the most likely candidates for risk capital funding. The programs use income tax credits to encourage investment in venture and seed capital pools as a source of early stage financing for small businesses.

#### **Kansas Export Loan Guarantee Program**

This program allows the state to enter into agreements with Kansas exporters, financial institutions and other public and private agencies to provide guarantees, insurance, re-insurance and co-insurance for commercial pre-export and post-export credit risks.

### **Workforce Training Programs:**

#### **Investments in Major Projects and Comprehensive Training (IMPACT)**

The IMPACT program has two major components: State of Kansas Investments in Lifelong Learning (SKILL) and the Major Project Investment fund (MPI). SKILL funds are used for workforce training programs. MPI covers other expenses

associated with business expansion.

#### **State of Kansas Investments in Lifelong Learning (SKILL)**

The SKILL program is primarily targeted to large firms and projects involving several smaller firms that have formed training groups to address common skill requirements. This program allows employers to establish training projects for new employees by covering instructor salaries, curriculum development, travel, materials, equipment, facilities and administrative costs. Training costs are financed through tax-exempt, public-purpose bonds issued as needed by the Kansas Development Finance Authority.

#### **Major Project Investment (MPI)**

This fund covers relocation expenses, labor recruitment, building purchases and equipment. To be eligible, the employer must spend more than two percent of payroll on work force training or utilize funds from the SKILL program.

#### **Kansas Industrial Training (KIT)**

The Kansas Industrial Training program provides training assistance to manufacturing, distribution and regional or national service firms in the process of adding five or more new jobs to a new or existing Kansas facility. KIT will pay the negotiated cost of pre-employment, on-the-job and classroom training expenses. Training expenses include instructor salaries, travel expenses, minor equipment, training aids, textbooks, supplies and materials, as well as curriculum planning and development.

#### **Kansas Industrial Retraining (KIR)**

The Kansas Industrial Retraining program provides retraining assistance to employees of restructuring industries who are likely to be displaced because of obsolete or inadequate job skills. Eligible industries include those restructuring their operations through incorporation of existing technology; development and incorporation of new technology; diversification of production; or development and implementation of new production activities. KIR requires matching funds from the participating company.

---

### **Training Equipment Grant Program**

This program provides community colleges and area technical schools and colleges an opportunity to purchase instructional equipment to train or retrain Kansas workers. Grant amounts are based on the condition of existing equipment and the potential for stimulating economic growth and enhancing employment opportunities.

### **High Performance Incentive Program (HPIP)**

The High Performance Incentive Program provides tax and other incentives to companies that pay above average wages and have a strong commitment to skill development for their workers. This program recognizes the need for Kansas companies to remain competitive through capital investment in facilities and technology, and continuing training and education for their employees. A substantial investment tax credit for new capital investment in Kansas is the primary benefit of this program.

### **Business Assistance Programs:**

#### **First Stop Clearinghouse**

The First Stop Clearinghouse is an assistance center for individuals or businesses with information needs related to the start-up and operation of a small business in Kansas. The First Stop Clearinghouse is the small business community's liaison with state government and typically receives 2,500 inquiries each year. This program provides a high level of customer-specific information and assistance designed to simplify efforts to operate a business successfully in our state. A 100-page publication, *Steps to Success: A Guide to Starting a Business in Kansas*, is published by this office.

#### **Kansas Match**

This program matches Kansas manufacturers who are currently buying products from outside Kansas with Kansas suppliers of those products. Benefits to the buyer include reduction of freight, storage and communication costs. Suppliers participating in the program enjoy increased sales and an

expanded market. This import substitution program gives Kansas an economic boost by increasing business activity, retaining and creating new jobs, and keeping capital within our state.

#### **Kansas Business First**

The Business Development Division is involved in a cooperative effort with the Kansas Center for Community Economic Development to develop a community-based business retention and expansion program, Drawing from the existing KDOC&H business retention and expansion instrument, this new survey software program assists communities in establishing a customized local retention and expansion program.

#### **Office of Minority and Women Business Development**

The Division provides assistance by identifying resources for financing, business management, other business opportunities and potential contracts in the public and private sector. A statewide directory of minority- and women-owned businesses is published annually.

#### **Single Source Certification Program**

This program certifies minority- and women-owned businesses. The Single Source Certification Program verifies ownership and control of the companies seeking certification. The KDOC&H and the Kansas Department of Transportation jointly administer this program.

### **Community Development Division**

Ned Webb—Director  
(785) 296-3485  
FAX: (785) 296-0186  
comdev@ink.org

Through the following programs, the Community Development Division provides funding, technical expertise and coordination of community improvements.

### **Small Cities Community Development Block Grant Program (CDBG)**

The federally-funded CDBG program benefits low- to moderate-income persons by providing adequate housing, suitable living conditions and expanded economic opportunities. Eligible cities and counties may apply for grants in the following categories: economic development, community improvement, urgent need, housing, downtown revitalization and comprehensive development. In the economic development category, businesses may use funds to acquire land or buildings, to construct or renovate facilities, to purchase equipment or as working capital.

#### **Community Assistance Services**

This office oversees the Community Service, Main Street, PRIDE, Strategic Planning and Flood Mitigation Assistance programs. Grouping these programs encourages the most productive use of each program by focusing services and resources where they are needed. The office also ensures better organization of volunteers and improved communication among programs.

#### **Community Service Program**

This program encourages cash contributions to private, nonprofit organizations for certain community services by providing income tax credits for businesses and privilege tax credits for financial institutions and insurance companies. Eligible project categories are community service (as defined in the Blueprint on Investing in Kansas Children and Families), health-care services and crime prevention.

#### **Kansas Main Street Program**

Main Street is a self-help, technical assistance program that targets preservation and renovation of downtown districts. Cities become designated Main Street cities through a competitive application process. The program offers management training, consulting, evaluation and design assistance to designated communities with populations of less than 50,000. The Incentives Without Walls fund, the

---

first direct financial support provided to these communities, stimulates private investment in the designated Kansas Main Street downtown areas. Workshops are held each March for interested communities. Applications are due in June of each year.

### **PRIDE**

This is a community-initiated effort of self-assessment in areas such as planning, housing, community services and community enrichment. Any Kansas community is eligible to participate in PRIDE. In this program, communities develop and implement a citizen-initiated plan of action and are then eligible for cash awards acknowledging their local success. The KDOC&H and the Kansas State University Cooperative Extension Service co-administer the program and assist with training and organization.

### **Strategic Planning Program**

This program assists communities in assessing all factors that affect the health of a community, including housing, education, health care, recreation, community leadership, business development and quality of life. It is designed to provide technical assistance and financial resources to communities for development plans in non-metropolitan areas and revitalization plans in metropolitan areas. The goal of the program is to assist communities in assessing their circumstances and to implement actions that capitalize on opportunities and address needs to ensure a strong future.

### **Flood Mitigation Assistance Program**

The Federal Emergency Management Agency's (FEMA) Flood Mitigation Assistance Program provides funding to assist states and communities in implementing measures to reduce or eliminate the long-term risk of flood damage to buildings, manufactured homes and other structures uninsurable under the National Flood Insurance Program. FMA, a pre-disaster grant program, was created as part of the National Flood Insurance Reform Act of 1994.

## **Trade Development**

## **Division**

Michael Farmer—Director  
(785) 296-4027  
FAX: (785) 296-5263  
ksintl@ink.org

The following programs are designed to help Kansas companies develop international trade. The programs provide research, financial support and marketing opportunities.

### **Kansas Trade Show Assistance Program (KTSAP)**

To encourage participation in the international marketplace, KTSAP offers financial support to Kansas businesses exhibiting in foreign and domestic trade shows attracting international buyers. The program will reimburse up to one-half a company's direct expenses, not to exceed \$3,500 per foreign show or \$1,500 per domestic show. Eligible expenses include booth space rental, furniture, utilities, interpreter fees and freight. During a state fiscal year (July 1–June 30), a company can receive total reimbursements of \$3,000 for domestic shows or \$7,000 in total combined financial assistance.

### **New to Export Program**

This program provides free, on-site counseling to help businesses assess their products' export potential, research foreign markets, understand export procedures and implement an export marketing plan. Companies that have never exported and those that have been exporting on an ad hoc basis will receive the most benefit from these services.

### **Overseas Missions and Trade Shows**

Staff members travel to Europe, Latin America and other regions each year to represent Kansas companies in catalog shows and trade exhibitions. These missions and shows also serve to develop long-term relationships with international businesses as potential investors in the state.

### **International Market Research Export Seminars**

Presentations address general export activities, as well as specific issues for trade shows, missions and catalog

shows. Seminars are offered periodically at various locations throughout the state and are open to interested parties.

### **International Investment Recruitment**

Staff members seek to attract new business and industry to Kansas from the world's business community. Division staff assists international investors by marketing the state as a location for new business facilities. This is accomplished by providing information on the Kansas business climate and investment incentives offered by the state, supplying community profiles and site location information, and coordinating visits by international investors.

### **International Representatives**

The Division's export promotion and international investment activities are supported by overseas contract offices in Europe, Australia and Japan. Kansas companies can take advantage of their services by contacting our offices at the KDOC&H.

The Division provides free international market research assistance, utilizing both domestic and international resources. The staff also assists in qualified agent/distributor searches.

### ***Kansas International Trade Resource Directory***

The Directory is a complete resource for anyone who needs assistance in exporting foods and services. It contains a comprehensive listing of government agencies, foreign consulates, U.S. embassies, international law firms, bankers, consultants and brokers. Also included are international country and city telephone codes, metric conversion tables, a complete glossary of terms used in international trade and a guide to the international trade services available from Kansas Regents universities and other organizations.

### ***Kansas Agribusiness and Aerospace Directories***

These directories provide a free promotional opportunity for Kansas companies offering aerospace and ag-

related products and services. The listing includes company contact information, as well as photos and descriptions of products and services offered. The directories are sent to Foreign Commercial Service offices and other business contacts worldwide. They are also mailed out in response to inquiries from potential buyers or distributors, and they are distributed at aerospace and ag-related international trade shows.

## **Travel and Tourism Development Division**

Claudia Larkin—Director  
(785) 296-2009  
FAX: (785) 296-6988  
travtour@ink.org

The programs of the Travel and Tourism Division attract visitors to Kansas, assist communities in tourism development and encourage film producers to use Kansas as a film location.

## **Housing Division**

Randy Speaker—Director  
(785) 296-2065  
FAX: (785) 296-8985  
housing@ink.org

The programs of the Housing Division provide financial and technical resources for Kansas communities.

## **Administration Division**

Fred Schwien—Deputy Secretary  
(785) 296-3482  
FAX: (785) 296-5055  
cadmin@ink.org

Mission: To provide quality support services for internal and external customers.

# **Kansas Department of Agriculture**

901 S Kansas Ave.  
Topeka, KS 66612-1280  
(785) 296-3558  
FAX: (785) 296-8389  
[www.ink.org/public/kda/](http://www.ink.org/public/kda/)

Areas of jurisdiction involve pesticides, weeds and insect crop pests; meat, poultry and dairy products; eggs; fertilizers; seeds; chemicals and feeding stuffs; commercial weighing and measuring devices; water resources; and marketing and promotion of Kansas corn, grain sorghum and soybeans.

### **Divisions of Work:**

#### **Administrative and commodity commissions**

- Fiscal, legal, research, information and telecommunication systems
- Marketing, promotion and improvement of corn, soybean and grain sorghum

#### **Inspections**

- Provides public safety and consumer protection through the regulation of meat, poultry, dairy products, eggs, fertilizers, agricultural seeds, chemicals and feeding stuffs

#### **Agricultural laboratories**

- Analyzes and tests regulatory samples collected by inspectors

#### **Plant health**

- Ensures public of safe usage of pesticides and protects the agricultural industry by barring introduction of foreign plant pests and weeds, and helping eradicate noxious weeds

#### **Statistics**

- Collects, analyzes and disseminates information about Kansas agriculture

#### **Weights and measures**

- Inspects large and small scales, scanners, fuel quality and quantity. The state maintains a nationally certified laboratory to calibrate weights and measures

#### **Water resources**

- Manages and allocates limited supplies of ground and surface water through a system of permits, reviews and inspections
- Inspects and regulates dams and stream obstructions  
Creates long-term statewide water usage plan in conjunction with local agencies



---

# Arthur Capper Cooperative Center

David G. Barton, Director  
Arthur Capper Cooperative Center  
305 Waters Hall  
Department of Agricultural Economics  
Kansas State University  
Manhattan, Kansas 66506  
Phone: 785-532-1508  
Fax: 785-532-6925  
E-mail: [accc@ksu.edu](mailto:accc@ksu.edu)  
[www.agecon.ksu.edu/accc/](http://www.agecon.ksu.edu/accc/)

**The Arthur Capper Cooperative Center (ACCC) provides research-based information, education, and assistance to people affiliated with and interested in cooperative businesses. These people include:**

- cooperative members, directors, managers, and employees
- owners, directors, managers, and employees of agribusinesses
- students and faculty at educational institutions
- public officials
- the general public

The ACCC was organized in 1984 and its purpose is to use the land-grant model to provide cooperative-related educational programs to industry, students and the public. The ACCC utilizes a combination of public and private resources. Public resources are provided through the university budget and through grants from state and federal agencies. Private resources are provided through (1) income from an endowment funded by private cooperative businesses, individuals and other organizations, (2) through project grants from private businesses and foundations, and (3) through fee-for-service income such as seminar registration fees and technical assistance project fees. However, no fees are charged for cooperative development projects.

## Goals

The primary objective is to increase understanding of cooperative businesses. We conduct teaching, research, and educational extension programs to help students and cooperatives understand and improve

- decision-making and performance of cooperative businesses

- customer service to patrons of cooperatives
- industry standards and the ability of cooperatives to compete with other businesses in the marketplace

## Accomplishments:

### Teaching

- Added or expanded cooperative topics in courses, including presentations by cooperative leaders
- Developed an in-depth case study of a local cooperative to teach cooperative principles, economics, and management

### Research

- Developed a comprehensive software program which helps cooperatives determine results of alternative financial strategies

### Extension

- Presented educational programs and information to various state, regional, and national audiences including

- Annual Symposium on Cooperative Issues
- Annual CEO Round Table
- Seminars on cooperative finance, marketing and organization

- Assisted with Kansas Cooperative Council's Director Development Program

## In addition

- Established a cooperative library containing over 4,000 documents and books
- Created the Arthur Capper Cooperative Research Collection in the KSU library
- Established the Kansas Cooperative Development Center

## Leadership

A director and 14-person advisory council lead ACCC. The council is made up of KSU faculty and cooperative industry leaders.

---

# USDA Rural Development Cooperative Services

USDA Rural Development  
Galen Rapp, Cooperative Development Specialist  
1200 Southwest Executive Drive  
Topeka, KS 66604  
785-271-2730

USDA Rural Business and  
Cooperative Development Services  
Randall Torgerson  
PO Box 3250  
Washington, DC 20250-3250  
202-720-3350

**At the National level, the Cooperative Services program of RBS helps rural residents form new cooperative businesses and improve the operations of existing cooperatives. To accomplish this, Cooperative Services provides technical assistance, conducts cooperative-related research, and produces information products to promote public understanding of cooperatives.**

## How the USDA Helps Rural Cooperatives in Kansas

In Kansas the USDA's Rural Development cooperative specialist offers assistance to groups wanting to explore starting a new cooperative and existing cooperatives requesting technical assistance. Help for developing cooperatives is provided in the areas of evaluation of business feasibility studies, organizational structure, financing, business planning and implementation. Assistance for existing cooperatives is available in the areas of financial planning, organization, feasibility analysis, strategic planning plus education programs and resource materials.

## Financial programs available for cooperatives through USDA Rural Development

- **Business and Industry Guaranteed Loans**--guaranteed loans for cooperative improvements, equipment and maintenance, term working capital, and equity investment.
- **Business and Industry Direct Loans**-- guaranteed loans for

cooperative improvements, equipment and maintenance, and term working capital

- **Rural Business Enterprise Grants**-- technical assistance through not-for-profits and public bodies
- **Rural Economic Development Loans and Grants**--capital improvements through rural electric and telephone cooperative.

**Cooperative Development Grants** assist cooperative development centers working in partnership with other state, national and local organizations to establish and strengthen cooperatives.

## The Dynamics of Cooperatives

Cooperatively owned businesses, which vary from small businesses meeting specialized needs to large cooperatives serving a multi-nations clientele, have clearly demonstrated their role in rural development. Not only do cooperatives develop leadership, which extends to other community organizations and businesses, but the economic impact they have upon locally owned farms and allied sectors keeps income circulating in these

communities. This leads to more jobs, improved rural infrastructure and more vibrant communities.

Kansas cooperatives are an important part of the State economy. The 148 plus agricultural cooperatives generate \$5 billion in annual business volume. Twenty-nine rural electric cooperatives and 10 rural telephone cooperatives serve Kansas communities. Kansas Credit Unions have over \$231 million dollars in assets. Farm Credit cooperatives maintains an average loan volume of \$2 billion.

## Where To Get Help

Contact the Kansas Rural Development State Office. Telephone (785) 721-2744 or write 1200 SW Executive Street, Topeka, KS 66604. For information about loan and grant programs contact the Community and Business Programs in Topeka (785) 721-2730 or the area office located closest to you.

Area offices are in:

- Iola (316) 365-2146
- Lawrence (785) 843-4260
- Hays (785) 628-3081
- Manhattan (785) 776-7582

## Appropriate Technology Transfer for Rural Areas

ATTRA provides the latest information about sustainable agriculture free of charge to U.S. farmers, researchers, extension personnel, agribusiness and others. ATTRA is operated by the National Center for Appropriate Technology with funding from the USDA. Their telephone number is (800) 346-9140. Information Specialists answer requests with individualized research in horticulture, agronomy, livestock production, integrated pest management and agriculture information transfer.

---

# Business Development Consultants

One of the critical elements essential for creating new business ventures is professional services provided by legal, financial and business consulting experts. The following professionals have shown a desire to assist in business development. The Kansas Cooperative Development Center is currently compiling a nationwide database with information about business development services available. For database updates, please call (785) 532-1523. (Please note that the professional services consultants listed are not to be construed as an endorsement or to be all-inclusive, but for information only.)

**Attorneys:** Law firms and individual attorneys that provide legal services for cooperatives, especially new generation cooperatives.

Terry Bertholf, General Counsel  
Kansas Farmers Service Association  
P. O. Box 1747  
Hutchinson, KS 67501  
Telephone: 800-362-2104

James R. Baarda  
The Ackerson Group  
1275 Pennsylvania Avenue, N.W.  
Washington, D.C. 20004-2417  
Telephone: 202-628-1100  
Fax: 202-628-0242  
Email: ackerson@sorldnet.att.net

Lindquist & Vennum  
4200 IDS Center  
80 South Eighth Street  
Minneapolis, Minnesota 55402  
Telephone: 612-371-3211  
Fax: 612-371-3207  
<http://www.lindquist.com>

Lindquist & Vennum  
Cooperative Attorneys  
Mark Hanson (612-371-3545)  
Ronald McFall (612-371-3551)  
Terrance Costello (612-371-2481)  
Kevin Prohaska (612-371-2404)

**Financial Services:** Loan programs with specially tailored financial services and advisory services for cooperatives.

CoBank  
Jeff Kistner, Agribusiness  
11837 Miracle Hills Drive, Suite 200  
Omaha, NE 68154-4404  
800-346-5717 ext. 2025

Equity Financial Resources, Inc.  
Gail D. Murphy  
6317 N.E. Antioch Rd. Suite 104  
Kansas City, MO 64119  
816-455-4548

1<sup>st</sup> Source  
Federal Reserve Bank of Kansas City  
925 Grand Blvd  
Kansas City, MO 64198  
Attention: John A. Wood  
816-881-2203  
[www.1stsource.KC.frb.org](http://www.1stsource.KC.frb.org)

National Cooperative Bank  
Connecticut Avenue, NW  
Washington, DC 20009

North Country Cooperative  
Development Fund  
1219 University Avenue, SE  
Minneapolis, MN 55414

**Business Development:** Consultants providing some type of business development including: market analysis, feasibility studies and business plans.

Advantage One Marketing  
Michael Utter, President  
210 Cirque Drive  
Bozeman, Montana 59718

Advanced Market Concepts  
Darrel Holaday, Bill Edwards  
3075 Flush Road  
St. George, Kansas 66535  
785-494-2910

Agri Business Consulting  
Larry Krehbiel  
721 S. Iowa  
Pratt, KS 67124  
316-672-9331

Business Revolutions, Inc.  
203 Lyon Street  
Lawrence, KS 66044  
785-832-2205

Cooperative Development  
Services Fund  
Rosemary Mahoney  
30 W. Mifflin Street Suite 401  
Madison, Wisconsin 53703

D. A. Johnson Associates  
Dennis Johnson, Principal  
1390 Arden Oaks Drive  
Arden Hills, MN 55112-6957  
651-636-8247

Emmer Associates, Inc.  
P.O. Box 129  
Evergreen, CO 80439  
303-674-4644

Frazier, Barnes & Associates, LLC  
Rod Fraizer, Kenneth Moss  
1835 Union Avenue, Suite 110  
Memphis, Tennessee 38104  
901-725-7258  
[www.frazierbarnes.com](http://www.frazierbarnes.com)

Iowa State University Extension  
Value-Added Agriculture  
Mary Holz-Claus  
101B EES Building, Haber Road  
Ames, Iowa 50011-3070  
515-294-0684

M.A. Kastel & Associates, Inc.  
P.O. Box 2  
La Forge, Wisconsin 54639  
608-625-2042

ProAnd Associates  
56-62 Stafford Street, PO Box 107  
Feilding 5600, New Zealand  
+64 6 323 8633

---

Promar International  
1625 Prince Street, Suite 200  
Alexandria, VA 22314  
703-739-9090  
[www.promarinternational.com](http://www.promarinternational.com)

SJH & Company, Inc.  
11 Cherry Street  
Danvers, MA 01923  
978-774-8660  
[www.sjhandco.com](http://www.sjhandco.com)

Westar Trade Resources  
Cynthia Thyfault, President  
2212 S, Ong Street  
Amarillo, TX 79109  
806-342-0444

The Hartman Group  
10422 SE 14<sup>th</sup> St  
Bellevue, Washington 98004

---

# Kansas State University Research & Extension Contacts

Agricultural Products Utilization Forum  
Dr. Ronald Madl, Administrative Assistant  
107D Waters Hall, KSU  
Manhattan, KS 66502  
(785) 532-7022, rmadl@oznet.ksu.edu

The Agricultural Product Utilization Forum is composed of faculty, administrators and other individuals who are interested in enhancing the quality, adding value or increasing the utilization of agricultural commodities for food and nonfood uses. Our primary goals are to facilitate research/extension activities, encourage collaboration and provide relevant information on funding, technical assistance and commercialization opportunities. Research and extension faculty who are participants in the Agriculture Product Utilization Forum are listed. All addresses should be followed with: Kansas State University, Manhattan, KS 66506

## Administrators

Jim Coffman, Provost  
Steven Graham, Assistant to the  
Director and Dean  
George Ham, Associate Director of  
Research  
Marc Johnson, Dean College of  
Agriculture and Director,  
Research and Extension  
Terry King, Dean of Engineering  
Ron Madl, Director, Wheat  
Research Center  
Dick Wootton, Associate Director  
of Extension

## Agricultural Economics (785-532-6702)

Dan Bernardo, Head  
Andrew Barkley  
Arlo Biere  
Michael Boland  
Sean Fox  
Orlen Gruenwald  
Rodney Jones  
Jim Mintert  
Kyle Stiegert

## Agronomy (785-532-6101)

David Mengel, Head  
George Liang  
Gary Paulsen  
Kraig Roozeboom  
Bill Schapaugh  
Jim Shroyer

## Animal Sciences and Industry (785-532-6533)

Jack Riley, Head  
Fadi Aramouni  
Keith Bolsen  
Liz Boyle  
Mike Dikeman  
Robert Goodband  
Joe Hancock  
Tom Herald  
Melvin Hunt  
Ike Jeon  
Curtis Kastner

Don Kropf  
Gerry Kuhl  
Jim Marsden  
Jim Nelssen  
Karen Penner  
Dave Schafer  
Karen Schmidt  
John Shirley  
John Unruh

## Biological and Ag Engineering (785-532-5580)

Jim Koelliker, Head  
Do Sup Chung  
Pat Murphy  
Charles Spillman

## Chemical Engineering (785-532-5584)

Stevin Gehrke, Head  
L T Fan, Head  
John Schlup  
Walt Walawender

## Apparel, Textiles & Interior Design (785-532-6993)

Gwendolyn O'Neal, Head  
Barbara Gatewood  
Deanna Munson  
Gita Ramaswamy

## Entomology (785-532-6154)

Sonny Ramaswamy, Head  
Rob Bauernfeind  
Alberto Broce  
LeRoy Brooks  
Barry Dover  
Tom Harvey  
Randy Higgins  
Michael Smith

## Grain Science & Industry (785-532-6161)

Brendan Donnelly, Head  
Keith Behnke  
Bh. (Subi) Subramanyam  
John Brent  
Rolando Flores  
Ekramul Haque  
Tim Herrman

Carol Klopfenstein  
Finlay MacRitchie  
Pat McCluskey  
Moses Okot-Kotber  
Carl Reed  
Paul Seib  
Susan Sun  
Kathy Tilley

## Hort, Forestry & Rec Resources (785-532-6170)

Thomas Warner, Head  
Karen Gast  
Houchang Khatamian  
Chuck Marr

## Human Nutrition (785-532-5782)

Virginia Slimmer, Head  
Edgar Chambers IV  
Carol Setser

## Mech and Nuclear Engineering (785-532-5610)

Garth Thompson, Head  
Byron Jones  
Youqi Wang

## DIRECT (785-532-7987)

306 Waters Hall  
<http://www.oznet.ksu.edu/direct/>

The DIRECT Program at Kansas State University is a free information reference source provided by the Cooperative Extension Service. Since 1987, DIRECT has served as a single-point-of-contact for Kansans, with the goal of providing help with questions relating to economics, business and rural development. DIRECT can save time and money, reduce fruitless efforts in searching for the right information or resource person.

---

# Kansas Cooperative Extension Offices

## Area Offices

Northeast Area Extension Office  
1515 College Avenue  
Manhattan, KS 66502-2796  
(785) 532-5833  
FAX: (785) 532-5887

Northwest Area Extension Office  
105 Experiment Farm Road  
PO Box 786  
Colby, KS 67701-0786  
(785) 462-6281  
FAX: (785) 462-2315

South Central Area Extension Office  
Trade Center Building, Suite 125  
1600 N. Lorraine  
Hutchinson, KS 67501-5600  
(316) 663-5491  
FAX: (316) 662-9197

Southeast Area Extension Office  
308 West 14<sup>th</sup> Street  
Chanute, KS 66720-2895  
(316) 431-1530  
FAX: 316-431-2108

Southwest Area Extension Office  
2510 John Street, Forrest Park Building  
Garden City, KS 67846-2804  
(316) 275-9164  
FAX: (316) 275-0627

## County Offices

Allen County Extension Office  
Courthouse, Box 845  
Iola, KS 66749-0845  
(316) 365-2242

Anderson County Extension Office  
Courthouse, Box 423  
Garnett, KS 66032-0423  
(785) 448-6826  
FAX: (785) 448-6153

Atchison County Extension Office  
405 Main, Box 109  
Effingham, KS 66023-0109  
(913) 833-5450

Barber County Extension Office  
Courthouse, 118 E. Washington  
Medicine Lodge, KS 67104-1452  
(316) 886-3971  
FAX: (316) 886-3710

Barton County Extension Office  
1800 12th St.  
Great Bend, KS 67530-4017  
(316) 793-1910  
FAX: (316) 793-1913

Bourbon County Extension Office  
210 S. National Ave.  
Fort Scott, KS 66701-1393  
(316) 223-3720

Brown County Extension Office  
Courthouse, 601 Oregon  
Hiawatha, KS 66434-2288  
(785) 742-7871  
FAX: (785) 742-4390

Butler County Extension Office  
206 N Griffith, Suite A  
El Dorado, KS 67042-2039  
(316) 321-9660  
FAX: (316) 321-1338

Chase County Extension Office  
Courthouse  
Cottonwood Falls, KS 66845-9998  
(316) 273-6491  
FAX: (316) 273-6617

Chautauqua County Extension Office  
Courthouse  
Sedan, KS 67361-1326  
(316) 725-5890

Cherokee County Extension Office  
Box 148, 200 West Country Rd.  
Columbus, KS 66725-0148  
(316) 429-3849  
FAX: (316) 429-2720

Cheyenne County Extension Office  
212 E. Washington, Box 667  
St. Francis, KS 67756-0667  
(785) 332-3171  
FAX: (785) 332-8825

Clark County Extension Office  
Courthouse, 913 S Highland  
Ashland, KS 67831-0488  
(316) 635-2811  
FAX: (316) 635-2393

Clay County Extension Office  
322 Grant St.  
Clay Center, KS 67432-2804  
(785) 632-5335  
FAX: (785) 632-2868

Cloud County Extension Office  
Courthouse, 811 Washington  
Concordia, KS 66901-3415  
(785) 243-8185  
FAX: (785) 243-8187

Coffey County Extension Office  
Box 269  
Burlington, KS 66839-0269  
(316) 364-5313  
FAX: (316) 364-5117

Comanche County Extension Office  
201 S New York, Box 577  
Coldwater, KS 67029-0577  
(316) 582-2411  
FAX: (316) 582-2426

Cowley County Extension Office  
Courthouse, 311 E 9th, Box 538  
Winfield, KS 67156-2843  
(316) 221-5450  
FAX: (316) 221-5451

Crawford County Extension Office  
1st Floor, Courthouse  
Girard, KS 66743-1398  
(316) 724-8233

Decatur County Extension Office  
120 E Hall, Box 207  
Oberlin, KS 67749-0207  
(785) 475-8121  
FAX: (785) 475-8150

Dickinson County Extension Office  
712 S Buckeye Ave.  
Abilene, KS 67410-3210  
(785) 263-2001  
FAX: (785) 263-3624

Doniphan County Extension Office  
Courthouse, Box 487  
Troy, KS 66087-0487  
(785) 985-3623  
FAX: (785) 985-3723

Douglas County Extension Office  
Douglas Co. Fairgrounds, 2110 Harper  
Lawrence, KS 66046-3240  
(785) 843-7058  
FAX: (785) 843-6745

Edwards County Extension Office  
212 E 6th Street  
Kinsley, KS 67547-1110  
(316) 659-2149  
FAX: (316) 659-3004

---

## Kansas Cooperative Extension Offices, Continued

Elk County Extension Office  
130 S Pennsylvania, Box 647  
Howard, KS 67349-0647  
(316) 374-2174  
FAX: (316) 374-3011

Ellis County Extension Office  
601 Main, Suite A  
Hays, KS 67601-4230  
(785) 628-9430  
FAX: (785) 628-9433

Ellsworth County Extension Office  
Courthouse, 210 N Kansas  
Ellsworth, KS 67439-3118  
(785) 472-4442  
FAX: (785) 472-5451

Finney County Extension Office  
501 S 9th Str., Box 478  
Garden City, KS 67846-0478  
(316) 272-3670  
FAX: (316) 272-3576

Ford County Extension Office  
Government Center, 100 Gunsmoke  
Dodge City, KS 67801-4456  
(316) 227-4542  
FAX: (316) 227-4586

Franklin County Extension Office  
1418 S Main, Suite 2  
Ottawa, KS 66067-3543  
(785) 229-3520  
FAX: (785) 229-3527

Geary County Extension Office  
119 E 9th Str., Box 28  
Junction City, KS 66441-0028  
(785) 238-4161  
FAX: (785) 238-7166

Gove County Extension Office  
520 Washington  
Gove, KS 67736-9998  
(785) 938-4480  
FAX: (785) 938-4486

Graham County Extension Office  
Courthouse, 410 N Pomeroy  
Hill City, KS 67642-1645  
(785) 421-3411  
FAX: (785) 421-5463

Grant County Extension Office  
204 E Grant  
Ulysses, KS 67880-2513  
(316) 356-1721  
FAX: (316) 356-1076

Gray County Extension Office  
17002 W Hwy 50, Box 248  
Cimarron, KS 67835-0248  
(316) 855-3821  
FAX: (316) 855-2183

Greeley County Extension Office  
Courthouse, Box 578  
Tribune, KS 67879-9998  
(316) 376-4284

Greenwood County Extension Office  
311 N Main  
Eureka, KS 67045-1321  
(316) 583-7455

Hamilton County Extension Office  
520 N Hamilton, Box 629  
Syracuse, KS 67878-0629  
(316) 384-5225  
FAX: (316) 384-7576

Harper County Extension Office  
Courthouse, 201 N Jennings  
Anthony, KS 67003-2799  
(316) 842-5445  
FAX: (316) 842-6048

Harvey County Extension Office  
Courthouse, Box 583  
Newton, KS 67114-0583  
(316) 284-6930  
FAX: (316) 283-6183

Haskell County Extension Office  
300 S Inman, Box 580  
Sublette, KS 67877-9998  
(316) 675-2261

Hodgeman County Extension Office  
Courthouse, Box 38  
Jetmore, KS 67854-0038  
(316) 357-8321  
FAX: (316) 357-8323

Jackson County Extension Office  
Courthouse, 4th & New York,  
Room 105  
Holton, KS 66436-1791  
(785) 364-4125  
FAX: (785) 364-4204

Jefferson County Extension Office  
Courthouse, Box 326  
Oskaloosa, KS 66066-0326  
(785) 863-2212  
FAX: (785) 863-3135

Jewell County Extension Office  
307 N Commercial  
Mankato, KS 66956-2511  
(785) 378-3174  
FAX: (785) 378-3350

Johnson County Extension Office  
13480 S Arapaho Drive  
Olathe, KS 66062-1553  
(913) 764-6300  
FAX: (913) 764-6305

Kearny County Extension Office  
218 N. Main, Box 85  
Lakin, KS 67860-0085  
(316) 355-6551  
FAX: (316) 355-7764

Kingman County Extension Office  
125 N Spruce  
Kingman, KS 67068-1659  
(316) 532-5131  
FAX: (316) 532-2738

Kiowa County Extension Office  
Courthouse, 211 E. Florida  
Greensburg, KS 67054-2297  
(316) 723-2156  
FAX: (316) 723-3223

Labette County Extension Office  
528 Huston Str., Box 38  
Altamont, KS 67330-0038  
(316) 784-5337  
FAX: (316) 784-2381

Lane County Extension Office  
(Walnut Creek Extension District #2)  
Courthouse, 144 S. Lane Box 487  
Dighton, KS 67839-0487  
(316) 397-2806  
FAX: (316) 397-2597

Leavenworth County Ext. Office  
Courthouse, 108 S 5th  
Leavenworth, KS 66048-2748  
(913) 684-0475  
FAX: (913) 684-0477

Lincoln County Extension Office  
(Post Rock Extension District #1)  
Courthouse, Box 8  
Lincoln, KS 67455-2056  
(785) 524-4432  
FAX: (785) 524-5002

---

## Kansas Cooperative Extension Offices, Continued

Linn County Extension Office  
519 Main, Box 160  
Mound City, KS 66056-0160  
(913) 795-2829  
FAX: (913) 795-2656

Logan County Extension Office  
Courthouse, 710 W 2nd  
Oakley, KS 67748-1233  
(785) 672-3245  
FAX: (785) 672-3517

Lyon County Extension Office  
618 Commercial  
Emporia, KS 66801-3902  
(316) 341-3220  
FAX: (316) 341-3228

Marion County Extension Office  
Courthouse Annex, Box 178  
Marion, KS 66861-0178  
(316) 382-2325  
FAX: (316) 382-3420

Marshall County Extension Office  
Courthouse, 1201 Broadway  
Marysville, KS 66508-1844  
(785) 562-3531  
FAX: (785) 562-5685

McPherson County Extension Office  
600 W Woodside, Box 308  
McPherson, KS 67460-0308  
(316) 241-1523  
FAX: (316) 241-3407

Meade County Extension Office  
407 E. Rainbelt, Box 369  
Meade, KS 67864-0369  
(316) 873-8790  
FAX: (316) 873-2013

Miami County Extension Office  
202 W Wea, Suite 3  
Paola, KS 66071-2200  
(913) 294-4306  
FAX: (913) 294-4301

Mitchell County Extension Office  
(Post Rock Extension District #1)  
115 S Hersey  
Beloit, KS 67420-3230  
(785) 738-3597  
FAX: (785) 738-4360

Montgomery County Extension Office  
200 Peter Pan Road  
RR 3, Box 290-B  
Independence, KS 67301-9309  
(316) 331-2690  
FAX: (316) 331-4088

Morris County Extension Office  
Courthouse, 501 W. Main  
Council Grove, KS 66846-1796  
(316) 767-5136  
FAX: (316) 767-6861

Morton County Extension Office  
625 Colorado, Box 798  
Elkhart, KS 67950-0798  
(316) 697-2558  
FAX: (316) 697-2790

Nemaha County Extension Office  
604 Nemaha, Suite 201  
Seneca, KS 66538-1763  
(785) 336-2184  
FAX: (785) 336-6060

Neosho County Extension Office  
Courthouse, 100 S Main  
Erie, KS 66733-1301  
(316) 244-3826  
FAX: (316) 244-3829

Ness County Extension Office  
(Walnut Creek Extension District #2)  
Courthouse, 202 W Sycamore  
Ness City, KS 67560-1558  
(785) 798-3921  
FAX: (785) 798-3540

Norton County Extension Office  
Courthouse, 105 S Kansas  
Norton, KS 67654-2136  
(785) 877-5755  
FAX: (785) 877-5722

Osage County Extension Office  
Courthouse, Box 400  
Lyndon, KS 66451-0400  
(785) 828-4438  
FAX: (785) 828-4749

Osborne County Extension Office  
Box 160  
Osborne, KS 67473-0160  
(785) 346-2521  
FAX: (785) 346-5762

Ottawa County Extension Office  
307 N Concord, Suite 190  
Minneapolis, KS 67467-2140  
(785) 392-2147  
FAX: (785) 392-3605

Pawnee County Extension Office  
Courthouse, Box G  
Larned, KS 67550-0350  
(316) 285-6901  
FAX: (316) 285-6497

Phillips County Extension Office  
784 Sixth Street  
Phillipsburg, KS 67661-1915  
(785) 543-6845  
FAX: (785) 543-6852

Pottawatomie County Extension Office  
Hwy 99 North, Box 127  
Westmoreland, KS 66549-0127  
(785) 457-3319  
FAX: (785) 457-3648

Pratt County Extension Office  
Courthouse, Box A  
Pratt, KS 67124-1101  
(316) 672-6121  
FAX: (316) 672-9566

Rawlins County Extension Office  
406 State, Box 179  
Atwood, KS 67730-0179  
(785) 626-3192  
FAX: (785) 626-9086

Reno County Extension Office  
2 W 10th  
South Hutchinson, KS 67505-1331  
(316) 662-2371  
FAX: (316) 662-0313

Republic County Extension Office  
1815 M Street, Box 429  
Belleville, KS 66935-2799  
(785) 527-5084  
FAX: (785) 527-2839

Rice County Extension Office  
701 E Main, Box 410  
Lyons, KS 67554-0410  
(316) 257-5131  
FAX: (316) 257-5133

Riley County Extension Office  
110 Courthouse Plaza  
Manhattan, KS 66502-0111  
(785) 537-6350  
FAX: (785) 537-6353



---

## Kansas Cooperative Extension Offices, Continued

Rooks County Extension Office  
Courthouse, 115 N Walnut  
Stockton, KS 67669-1663  
(785) 425-6851  
FAX: (785) 425-6852

Rush County Extension Office  
(Walnut Creek Extension District #2)  
702 Main, Box 70  
LaCrosse, KS 67548-0070  
(785) 222-2710  
FAX: (785) 222-2843

Russell County Extension Office  
Courthouse, 4th & Main  
Russell, KS 67665-2793  
(785) 483-3157  
FAX: (785) 483-3383

Saline County Extension Office  
300 W Ash, Room 111, Box 5040  
Salina, KS 67402-5040  
(785) 826-6645  
FAX: (785) 826-6657

Scott County Extension Office  
Courthouse, 303 Court Street  
Scott City, KS 67871-1157  
(316) 872-2930  
FAX: (316) 872-5357

Sedgwick County Extension Office  
7001 W 21st Str. N  
Wichita, KS 67205-1759  
(316) 722-7721  
FAX: (316) 722-7727

Seward County Extension Office  
1081 Stadium  
Liberal, KS 67901-3225  
(316) 624-5604  
FAX: (316) 624-0742

Shawnee County Extension Office  
1740 SW Western Ave.  
Topeka, KS 66604-3095  
(785) 232-0062  
FAX: (785) 232-0093

Sheridan County Extension Office  
Courthouse, 929 9th St., Box 107  
Hoxie, KS 67740-0107  
(785) 675-3268  
FAX: (785) 675-3050

Sherman County Extension Office  
813 Broadway, Room 301  
Goodland, KS 67735-0002  
(785) 899-4880  
FAX: (785) 899-4848

Smith County Extension Office  
Courthouse, 218 S Grant, Box 287  
Smith Center, KS 66967-0287  
(785) 282-6823  
FAX: (785) 282-5121

Stafford County Extension Office  
Box 398  
St. John, KS 67576-0398  
(316) 549-3502  
FAX: (316) 549-3286

Stanton County Extension Office  
Courthouse, Box L  
Johnson, KS 67855-9998  
(316) 492-2240

Stevens County Extension Office  
Courthouse, 200 E. 6th Str.  
Hugoton, KS 67951-2699  
(316) 544-4359  
FAX: (316) 544-4481

Sumner County Extension Office  
320 N Jefferson  
Wellington, KS 67152-3987  
(316) 326-7477  
FAX: (316) 326-3670

Thomas County Extension Office  
350 S Range, Suite 16  
Colby, KS 67701-2901  
(785) 462-4582  
FAX: (785) 462-4595

Trego County Extension Office  
216 Main Street  
WaKeeney, KS 67672-2189  
(785) 743-6361  
FAX: (785) 743-2461

Wabaunsee County Extension Office  
215 Kansas, Box 248  
Alma, KS 66401-0248  
(785) 765-3821

Wallace County Extension Office  
313 Main St., Box 189  
Sharon Springs, KS 67758-0189  
(785) 852-4285  
FAX: (785) 852-4271

Washington County Extension Office  
Courthouse, 214 C Street  
Washington, KS 66968-1928  
(785) 325-2121  
FAX: (785) 325-2830

Wichita County Extension Office  
Box S  
Leoti, KS 67861-9998  
(316) 375-2724  
FAX: (316) 375-4815

Wilson County Extension Office  
Courthouse, Room 101  
Fredonia, KS 66736-1383  
(316) 378-2167

Woodson County Extension Office  
Courthouse  
Yates Center, KS 66783-1471  
(316) 625-3113

Wyandotte County Extension Office  
Courthouse Annex, 9400 State Ave.  
Kansas City, KS 66112-1592  
(913) 299-9300  
FAX: (913) 299-5108

---

# Kansas Small Business Development Centers

## **KSBDK STATE OFFICE**

Brenda O'Gorman, State Director  
214 SW 6th St., Suite 301  
Topeka, KS 66603-3719  
(785) 296-6514

**SBCDs provide free, one-on-one counseling designed to find practical solutions to business problems. They provide assistance and information on: business plan assistance, financial projection development, cash flow analysis, marketing plans, identification of sources of capital and financing, product costs and pricing analysis, sales and advertising strategies, and patent process. (Regional offices are in all caps.)**

### **EMPORIA STATE UNIVERSITY**

Lisa Brumbaugh, Regional Director  
1320 C of E Drive  
Emporia, KS 66801-2584  
(316) 341-5308

### **FORT HAYS STATE UNIVERSITY**

Susan Bittel, Regional Director  
109 W 10th St.  
Hays, KS 67601-3602  
(785) 628-6786

Sheryl Davis, Assistant Director

Rt. 3, Box 24B  
Quinter, KS 67752  
(785) 754-2469

### **Colby Community College**

Robert Selby, Director  
1255 S Range  
Colby, KS 67701  
(785) 462-3984 (ext. 229)

### **Barton Community College**

Elaine Simmons, Director  
245 NE 30<sup>th</sup> Road  
Great Bend, KS 67530-9283  
(316) 792-9214

### **GARDEN CITY COMMUNITY COLLEGE**

Pat Veesart, Regional Director  
801 Campus Drive  
Garden City, KS 67846-6333  
(316) 276-9632

### **Dodge City Community College**

2501 N 14th Ave.  
Dodge City, KS 67801  
(316) 227-9247

### **Seward County Community College**

Dale Reed, Director  
1801 N Kansas, Box 1137  
Liberal, KS 67905-1137  
(316) 629-2650

### **JOHNSON COUNTY COMMUNITY COLLEGE**

Cheri Street, Regional Director  
Carlsen Center, Room 223  
Overland Park, KS 66210-1299  
(913) 469-3878

### **Kansas City Kansas Community College**

Sue Courtney, Director  
7250 State Ave.  
Kansas City, KS 66112  
(913) 596-9659

### **KANSAS STATE UNIVERSITY**

Fred Rice, Regional Director  
2323 Anderson Ave., Suite 100  
Manhattan, KS 66502-2912  
(785) 532-5529

### **PITTSBURG STATE UNIVERSITY**

Kathryn Richard, Regional Director  
Shirk Hall, 1501 S Joplin  
Pittsburg, KS 66762-7560  
(316) 235-4920

### **Allen County Community College**

Teresa Malzahn, Director  
1801 N. Cottonwood  
Iola, KS 66749  
(316) 365-5116, Ext.218

### **Coffeyville Community College**

Charles Shaver, Director  
11<sup>th</sup> & Willow St.  
Coffeyville, KS 67337-5064  
(316) 251-7700, Ext.2117

### **Fort Scott Community College**

2108 S. Horton  
Fort Scott, KS 66701  
(316) 223-2700

### **Independence Community College**

Preston Haddan, Director  
11<sup>th</sup> & Main (Arco Building)  
Independence, KS 67301  
(316) 332-1420

### **Labette Community College**

Mark Turnbull, Director  
200 S. 14<sup>th</sup>  
Parsons, KS 67357  
(316) 421-6700

### **Neosho County Community College**

Brenda Hoffman  
1000 S. Allen  
Chanute, KS 66720  
(316) 431-6222, Ext.234

### **SALINA AREA CHAMBER OF COMMERCE**

Jerry Gaines, Regional Director  
P.O. Box 586  
Salina, KS 67402-0586  
(785) 827-9301

### **UNIVERSITY OF KANSAS**

Randee Brady, Regional Director  
Shala Warnock, Assistant Director  
734 Vermont, Suite 104  
Lawrence, KS 66044-2370  
(785) 843-8844

### **WASHBURN UNIVERSITY**

Dan Kingman, Regional Director  
Cristina Neves Carper, Assist. Direct.  
101 Henderson Learning Center  
Topeka, KS 66621-0001  
(785) 231-1010 (ext. 1305)

### **WICHITA STATE UNIVERSITY**

Marcia Stevens, Regional Director  
Metropolitan Complex  
1845 Fairmount, Campus Box 148  
Wichita, KS 67260-0148  
(316) 978-3193

### **Hutchinson Community College**

Clarke Jacobs, Director  
1300 N. Plum  
Hutchinson, KS 67501  
(316) 728-8123

### **Pratt Community College**

Mark Niederman, Director  
348 NE SR61  
Pratt, KS 67124  
(316) 672-5641, Ext. 200

---

# Kansas Association of Certified Development Companies

The function of the Kansas Association of Certified Development Companies is to promote and assist the growth and development of small business concerns in the state of Kansas. CDCs provide the following services: resources for start-up businesses in preparing a business plan, assistance with state and federal incentive programs for training employees, assistance with strategic planning and implementation and programs for business financing. The financing programs available include: Small Business Administration, Rural Economic & Community Development, Community Development Block Grants, Economic Development Administration, venture capital resources and/or contacts, and other local, state, federal and conventional programs. Multiple resources allow your CDC to suggest financing a program with a single program or bringing together several programs to provide the best terms and interest rates.

## **Avenue Area, Inc.**

Tom Overby  
New Brotherhood Building  
753 State Ave., Suite 106  
Kansas City, KS 66101  
(913) 371-0065

## **City-Wide Development Corp. of Kansas City, Kansas, Inc.**

Frank Viscek  
Department of Economic Development  
701 N 7th St. Room 421  
Kansas City, KS 66101  
(913) 573-5730  
FAX: (913) 573-5745

## **Eastern Kansas Economic - Development Group**

### **Emporia Office**

Wayne Symmonds  
702 Commercial Suite 3A  
Emporia, KS 66801  
(316) 342-7041  
FAX: (316) 342-6907

### **Manhattan Office**

Chuck Scott  
102 S 4th St.  
Manhattan, KS 66502  
(785) 776-0417  
FAX: (785) 776-7204

## **Great Plains Development, Inc.**

Patty Richardson  
100 Military Plaza, Suite 128  
Box 1116  
Dodge City, KS 67801  
(316) 227-6406  
FAX: (316) 225-6051

## **Johnson County Certified - Development Company**

David Long  
Oak Park Bank Building  
11111 W 95th St., Suite 214  
Overland Park, KS 66214  
(913) 599-1717  
FAX: (913) 599-6430

## **Mid America, Inc.**

Bruce E. Fairbank  
Business & Technology Institute  
Pittsburg State University  
1501 S Joplin  
Pittsburg, KS 66762  
(316) 235-4920  
FAX: (316) 235-4919

## **Mo-Kan Development, Inc.**

Maurice Owen  
1302 Faraon St.  
St. Joseph, MO 64501  
(816) 233-8485  
FAX: (816) 233-8498

## **Pioneer Country Development, Inc.**

Randall Hrabe  
317 N Pomeroy Ave., Box 248  
Hill City, KS 67642  
(785) 421-2151  
FAX: (785) 421-3496

## **South Central Kansas Economic Development District (SCKEDD)**

Bill Bolin  
Sutton Pl., 209 E Williams, Suite 300  
Wichita, KS 67214  
(316) 262-7035  
FAX: (316) 262-7062

## **Four Rivers Development, Inc.**

### **Beloit Office:**

Debra Peters  
110 E Main, Box 565  
Beloit, KS 67420  
(785) 738-2210  
FAX: (785) 738-2185

### **Salina Office:**

218 North 7<sup>th</sup> Street  
Salina, KS 67401  
(785) 823-6106

## **McPherson County Small Business Development Association**

David O'Dell  
214 E Euclid, Box 41  
McPherson, KS 67460  
(316) 241-3927  
FAX: (316) 241-3947

## **Topeka/Shawnee County - Development Corp.**

Larry High  
515 S Kansas Ave., Suite 405  
Topeka, KS 66603  
(785) 295-3711  
FAX: (785) 368-3800

## **Wakarusa Valley Development, Inc.**

Mike O'Donnell  
203 Lyon Street PO Box 367  
Lawrence, KS 66044  
(785) 832-2205  
FAX: (785) 832-2415

---

# Resource Conservation & Development Councils

The National Association of Resource Conservation and Development Councils was established in 1988 to represent America's 315 local Resource Conservation and Development Councils. The local councils deliver coordinated resource conservation and rural development assistance throughout rural America. By working together on local RC&D Councils, communities, all levels of Government, and grassroots organizations work together to develop and implement solutions to widespread problems and to develop opportunities that will help sustain rural communities, local economies, and natural resources. Area offices assist local people by providing tools and technical support to stabilize and grow their own communities while protecting and developing natural resources.

**National Association of RC&D Councils, Inc.**  
444 North Capitol Street  
NW Suite 345  
Washington, D.C. 20001  
202-434-4780  
Website: www.RCDNET.org

**Central Prairie RC&D**  
John Drew, Acting Coordinator  
804 East First, Route 2  
St. John, KS 67576-2245  
316-549-3480  
FAX: 316-549-6502

**Flint Hills RC&D**  
Bruce Wells, Coordinator  
311 Cottonwood Ave.  
PO Box 260  
Strong City, KS 66869-0260  
316-273-6321  
FAX: 316-273-8679

**Glacial Hills RC&D**  
Gary Satter, Coordinator  
318 Broadway  
Valley Falls, KS 66088-1302  
FAX: 785-945-6882

**Lake Region RC&D**  
Rick Porter, Coordinator  
121 E. Second Street  
Ottawa, KS 66067-2311  
785-242-2073  
FAX: 785-242-5568

**Santa Fe Trail RC&D**  
Kevin Nelson, Acting Coordinator  
219 North Main Street  
PO Box 770  
Syracuse, KS 67878-0770  
316-376-4332  
FAX: 316-376-4330

**See-Kan RC&D**  
Bob Love, Coordinator  
Route 2, Box 293A  
Chanute, KS 66720-9520  
316-431-6180  
FAX: 316-431-6181

**Sunflower RC&D**  
Roger Masenthin, Coordinator  
705 East Main  
Harper, KS 67058-1725  
316-896-7378  
FAX: 316-896-7673

**Western Prairie RC&D**  
C. Duane Cheney, Coordinator  
350 S. Range, Suite 13  
Colby, KS 67701-2602  
785-462-2602  
FAX: 785-462-4509

## Other Economic Development Assistance

NCB Development Corporation  
Terry Simonette  
1401 Eye Street, Suite 700  
Washington, D.C. 20005

Mo-Kan Regional Council  
Jean Waltemuth  
1302 Faraon Street  
St. Joseph, MO 64015

SE KS Regional Planning Commission  
Dave Burnette  
P.O. Box 664  
Chanute, KS 66720

Leavenworth Area Development, Inc.  
Gary Carlson  
1298 Eisenhower Road  
P.O. Box 151  
Leavenworth, KS 66048

SC KS Economic  
Development District  
Bill Bolin  
209 East William Suite 300  
Wichita, KS 67202-4012

Topeka-Shawnee County Metropolitan  
Planning Agency  
Marc Lahr  
515 S. Kansas Avenue, Suite 404  
Topeka, KS 66603-3241

---

# U.S. Small Business Administration (SBA)

The U.S. Small Business Administration, established in 1953, provides financial, technical and management assistance to help Americans start, run, and grow their businesses. With a portfolio of business loans, loan guarantees and disaster loans worth more than \$45 billion, in addition to a venture capital portfolio of \$13 billion, SBA is the nation's largest single financial backer of small businesses. Last year, the SBA offered management and technical assistance to more than one million small business owners. The SBA also plays a major role in the government's disaster relief efforts by making low-interest recovery loans to both homeowners and businesses. Their website is located at <http://www.sba.gov/>

## SBA District Offices

### Kansas City

Dorothy Kleeschulte  
District Director  
Kansas City District Office  
U.S. Small Business Administration  
323 W 8th St., Suite 501  
Kansas City, MO 64105  
(816) 374-6708  
FAX: (816) 374-6759

Neda Heusinkvelt  
Assistant District Director  
for Economic Development  
Kansas City District Office, SBA  
(816) 374-6708

Ray Williams  
Manager, One Stop Capital Shop  
(International Trade Officer)  
601 Minnesota Ave.  
UMB Bank Building, 3rd floor  
Kansas City, KS 66101  
(913) 371-6007  
FAX: (913) 371-6580

### Wichita

Elizabeth Auer  
District Director  
Wichita District Office  
Small Business Administration  
100 W English, Suite 510  
Wichita, KS 67202  
(316) 269-6616  
FAX: (316) 269-6499

Steve Rozell  
Chief, Finance Division  
Wichita District Office, SBA  
(316) 296-6571

Tom Means  
Chief, Marketing and Outreach  
(International Trade Officer)  
Wichita District Office, SBA  
(316) 269-6273

---

## Other Cooperative Development Centers

**These centers are dedicated to education, research and development assistance to meet the needs of cooperatives, their members and the public. Many centers have programs in value-added agricultural cooperative development, which helps producers receive a larger portion of the margins consumers spend on finished products.**

Center for Cooperatives at the  
University of California  
Davis, CA 95616  
530-752-2408

Dakotas Cooperative  
Development Center  
Mandan, ND 58554-0727  
701-663-6501

Winrock International's Arkansas  
Rural Enterprise Cooperative  
Morrilton, AR 72110  
501-727-5435 ext. 228

Cooperative Life  
277 Federal Street  
Greenfield, MA 01304  
413-774-7599

Mississippi Center for  
Cooperative Development  
Jackson, MS 39225-2786  
601-354-275

Commodity Growers  
Co-op Association  
Lexington, KY 40508  
606-233-7845

Cooperative Development Services  
30 West Mifflin St., Suite 401  
Madison, WI 53703  
608-258-4396

Rocky Mountain Farmers Union  
Cooperative Development Center  
Aurora, CO 80014  
303-752-5800

South Dakota Value-Added  
Agriculture Development Center  
Madison, SD 57042  
800-228-5254

University of Wisconsin  
Center for Cooperatives  
Madison, WI 53706-1503  
608-262-3981

Quentin Burdick Center for  
Cooperatives  
North Dakota State University  
Fargo, North Dakota 58105  
701-231-1016

Centre for the Study of Cooperatives  
University of Saskatchewan  
Saskatoon, Saskatchewan S7N 5B8  
306-966-8509

Federation of Southern Cooperatives  
Epes, AL 35460  
205-652-9676

Alaska Village Initiatives  
Cooperative Development Center  
Anchorage, AK 99501  
800-478-2332

Nebraska Cooperative  
Development Center  
Lincoln, NE 68508  
877-814-4707

Keystone Development Center, Inc.  
Dry Run, PA 17220  
717-349-2511

---

## Other Organizations and Associations

Many of these groups promote a common interest in cooperatives and cooperative development in Kansas and/or across the nation. Other groups emphasize rural economic development.

Cooperative Development Foundation  
1401 New York Ave. NW Suite 1100  
Washington, DC 20005-2160  
202-638-6222

National Council of Farmer  
Cooperatives  
50 F Street, NW, Suite 900  
Washington, DC 20001  
202-626-8700

National Telephone Coop. Association  
2626 Pennsylvania Avenue, NW  
Washington, DC 20037  
202-298-2300

National Rural Electric Coop. Assn.  
Economic Development Division  
4301 Wilson Blvd.  
Arlington, VA 22203-1860  
202-857-9562

21<sup>st</sup> Century Alliance  
315 Houston St. Suite C  
Manhattan, KS 66502  
785-587-8798

Kansas Cooperative Council  
Joe Lieber, President  
816 SW Tyler, Suite 300  
Topeka, KS 66612  
785-233-4085

Kansas Electric Power Coop., Inc  
Loren Medley, Business Dev.  
Coordinator  
P.O. Box 4877  
Topeka, KS 66604-0877  
785-271-4846

Kansas Center for Rural Initiatives  
Kansas State University  
8D Edwards Hall  
Manhattan, KS 66506-4805  
785-532-6868

Kansas Rural Center  
PO Box 133  
Whiting, KS 66552  
785-873-3431  
Dan Nagengast, Director  
785-748-0959  
Jerry Jost (785-776-5851)

Kansas Organic Producers  
Edward Reznicek, General Manager  
Rt. 2, Box 23  
Goff, Kansas 66428  
785-939-2032

Kansas Farm Bureau  
2627 KFB Plaza  
Manhattan, KS 66503  
785-587-6000

Kansas Farmers Union  
901 W. First St.  
McPherson, KS 67460  
316-241-6630

Kansas NFO  
Greg Stephans, Director  
842 S. 10<sup>th</sup>  
Salina, KS 67401  
785-825-8649

Cooperative Development Institute  
277 Federal Street  
Greenfield, MA 01301  
413-774-7599

---

## Websites

**The following websites contain useful information, including electronic versions of many of the publications in the Value-Added Reference Notebook. This list does not attempt to be all-inclusive, as the information available on the Internet is constantly changing. These sites are continually updated, so visit often for the latest information.**

Arthur Capper Cooperative Center  
<http://www.agecon.ksu.edu/accc/>

Kansas Department of Commerce and Housing  
<http://www.kansascommerce.com/index.html>

USDA Rural Business Cooperative Services  
<http://www.rurdev.usda.gov/rbs/coops/csdir.htm>

University of Wisconsin Center of Cooperatives  
<http://www.wisc.edu/uwcc/>

Center for Cooperatives, University of California  
<http://cooperatives.ucdavis.edu/>

Centre for the Study of Cooperatives  
University of Saskatchewan  
[http://www.coop\\_studies.usask.ca/](http://www.coop_studies.usask.ca/)

Quentin Burdick Center for Cooperatives  
<http://www.ag.ndsu.nodak.edu/qbcc/misc/miss.htm>

Kansas State University Research and Extension  
<http://www.oznet.ksu.edu/>

Appropriate Technology Transfer for Rural Areas  
<http://www.ag.ndsu.nodak.edu/qbcc/misc/miss.htm>

Iowa Value-Added Agriculture  
<http://www.agvalue.state.ia.us/home/home.htm>

Kansas Technology Enterprise Corporation  
<http://www.ktec.com/>

US Premium Beef  
<http://www.uspremiumbeef.com/>

Missouri Alternatives Center  
<http://agebb.missouri.edu/mac/>

Illinois Specialty Farm Products  
<http://web.aces.uiuc.edu/value/outputs.htm>

Agricultural Outlook Forum 2000  
<http://www.usda.gov/oce/waob/oc2000/speeches.htm>

Oklahoma Cooperative Extension Service  
<http://agweb.okstate.edu/pearl/>

Department of Agricultural Economics, North Dakota  
Extension Service  
[www.ext.nodak.edu/extpubs/](http://www.ext.nodak.edu/extpubs/)

Minnesota Association of Cooperatives  
[www.mncoop.org/](http://www.mncoop.org/)

Agricultural Utilization Research Institute  
[www.auri.org](http://www.auri.org)

Illinois Institute for Rural Affairs  
[www.iira.org](http://www.iira.org)

U.S. Small Business Administration (SBA)  
[www.sba.gov/](http://www.sba.gov/)