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MAY 14 2012

CITY MANAGERS OFFICE
LAWRENCE, KS

May 22, 1012

Dave Corliss
City Manager
City of Lawrence
P.O. Box 708
Lawrence, KS 66044

Dear Dave,

Enclosed you will find a report prepared by the KU Small Business Development Center on the economic impact of their services to residents in our county for 2010 and 2011. The KU Small Business Development Center provides valuable services to our citizens, as evidenced by the accompanying comments from service users. We refer individuals to them for services on a regular basis and are fortunate to have them in our community. Please share this information with the Lawrence City Commissioners and appropriate staff members. Thank you.

Warmest regards,

A handwritten signature in cursive script, appearing to read "Jean".

Jean Milstead
Interim Vice President
Economic Development
Lawrence Chamber of Commerce

Encls.

KU-KSBDC economic impact



2006		2010	2011
293	Clients served	303	338
1380	Counseling hours	1678	1544
16	Business starts	35	58
189	Jobs impact	387	328
<\$1,500,000	Capital infusion	\$4,896,532	\$9,041,530
<\$1,500,000	New revenue creation	\$7,736,753	\$11,737,839
16:1	Total combined ROI	34:1	need data
\$165,901	KU-KSBDC Budget		\$228,427
\$30,000	KU Contribution		\$36,700
\$135,901	Non-host budget		\$191,727

Katz, Will

From: Katz, Will
Sent: Friday, April 27, 2012 5:25 PM
To: Katz, Will
Subject: Satisfaction Comments

Will Katz is a wonderful and helpful human being. My situation needed more personal attention. I am currently looking to start a new auto repair business. I currently work over 80 hours a week at the shop I am employed currently. I cannot miss much if any work. He has gone out of his way to help me with my start up business. I couldn't have done it without him. I enjoy his attitude and the manner that he conducts himself. I cannot put into words how much I have appreciated and needed his help.

Will Katz and the KSBDC are an absolute invaluable service to have. Starting a business is a complex task and Will helped with everything with thorough dedication and care. He truly is an amazing mentor as his knowledge and assistance pave the way for the success of my small business entirely. It is one thing to have someone who can help here and there but another to have someone who truly cares about you as a small business owner. Will is genuinely dedicated to the success of me and my small business entirely and his efforts illustrate so. Without Will Katz and the KSBDC the success and accomplishments of my company would simply not be possible. The help I received was great and very useful. It also helps being right across the street from the library, another wonderful resource.

Mr. Will Katz is to be commended for his endeavors supporting and educating the local small business owners. He takes the time to teach us how to think from a profitable business perspective. He understands the issues, struggles and legal regulations. He knows the references and resources to guide us. He had directly influenced the City of Leavenworth with significant economic impact in the county and state. Keep it up!

I have received amazing support from KSBDC and have referred many friends to them as a result. I work directly with Will Katz and even if he hasn't heard from me for some time, he'll send me a checkup email which is great. I've been very happy with the guidance I've received.

Will Katz offers me an excellent sounding board to discuss my business's performance and has provided me excellent guidance. I have not yet had the time to implement some of the concepts that the KSBDC has identified for my company to pursue; I anticipate that as I do so my company will realize significantly more benefits from their involvement.

Will Katz is knowledgeable, approachable, patient, hard-working, wonderful to work with. I very much appreciated the services and will use them again.

Will was very cordial and helpful. I wish I would have gone to him more often! Ultimately, our business was going well, but proved to be too much of a commitment for the three of us owners: two full-time students and one fully-employed banker. We had a great experience, and I would definitely use the KSBDC again, AND I would use it MORE than I did thus far!

Will Katz is very knowledgeable and caring. I like working with him.

I was very impressed with the services offered by the staff, and the resources they knew of in the

community. Working with Will Katz has been very educational and I recommend him to my other business owning friends at every appropriate opportunity.

Will Katz and Maggie B. at the Lawrence/KU-KSBDC are excellent! They deserve recognition for their availability, knowledge, helpfulness and friendliness. They've taken the "scariness" out of starting a business and have given me the step-by-step help, support and advice necessary for me to feel secure in what I'm doing and in understanding each step I need to take in the process of realizing a successful business. In a sense, they're my partners....my partners and guides to success. / / Thanks Will and Maggie for all of your assistance! / / Barb Henry / BHR Consulting, LLC.

I would like to commend Will Katz on all of his assistance. The initial chat with him was phenomenal. He guided us in the direction that we needed to go. Unfortunately, we opened a business in Topeka without any help as we were unable to get it. However, we could always call Will and he would talk us through the issues that would arise.

I received great advice for my product ideas.

Will Katz was very helpful. He gave us an extended amount of time and expressed much interest in our project. The book recommended that we purchase is excellent. In fact, we plan to go back to him now that our "pilot" year is behind us. / / Merrie Skaggs / MerrieNan Melodies

I was really impressed with Will Katz' ability to break down information that I could understand. His information was really helpful in presenting my Business Plan and Model.

The KSBDC is such a wonderful resource. Will answered every question I had and got me off to a great start.

We asked for help writing a business plan for a non-profit humane society that is already in operation. Will provided some great information and resources.

Really a wonderful experience. Will Katz walked me through so many things I didn't understand and was very helpful. Gave me his card and told me to call or stop by and set up an appointment if I ever had any questions.

I opened a hair salon that is booth rental by other hairdressers. The rent I receive covers the cost of my overhead expenses which is why I didn't put anything in gross income. Will Katz was very helpful and was right on with his figures. The business is doing great and the advice he gave me was very helpful.

I would say that Will Katz was a very pleasant, understanding person to work with and if I thought there was something else he could do for me, I would certainly contact him again.

It is challenging to get assistance in my business because it is an Art based business. The information I did receive was helpful and I would recommend him to other people.

I would highly recommend the KSBDC. Will Katz is wonderful to work with. He has been a tremendous help / as we negotiate to purchase a business.

This is an excellent service that is crucial to helping create jobs in our state. I have greatly benefited

from this and cannot recommend it enough.

They were great. Very helpful and informative. Will Katz knows a lot about the ins and outs of the Lawrence business community and the politics of the city. I couldn't thank them highly enough. We appreciate the assistance.

I regularly call or email the KSBDC office, and especially Will Katz, for advice, questions, and assistance. He always responds promptly - and if he doesn't have an answer, he takes the time to help me find the information I am looking for.

Will has been extremely helpful in helping me think through business problems! Went for general business advice. Will was very open and honest about my situation. He was unable to help me out but the fault was with the situation and not his effort. He was friendly and professional and I appreciated his time and advice.

The advice and support I received from Will Katz was excellent. My chief stumbling block is my lack of funds - this is the only reason my business hasn't gotten off the ground. Will and I talked about ways of raising funds but it just comes down to the economy making money hard to come by. In the meantime, however, I'm going to keep trying.

Will is the best guide I could ever ask for. He put me in touch with Tim Metz at Douglas County Bank and I got my loan refinanced and we are now having a very successful year!

Great advice on how to register with the state, info on loans, all around great service.

Will Katz was a great source of information and experience and was a good motivator as well.

I was able to work with Will Katz and he made me feel so empowered. When everyone else was saying that it was crazy to start a business at this time, he made me feel like I could do it and I am so glad that I did. He was amazing.

Will Katz has been a tremendous help!!!

Will Katz has been extremely helpful in counseling us, as well as explaining things we don't understand or need to know. We would have really had a tough time without his advice and expertise. Will has done an excellent job keeping us focused and on track. He meets with us twice a month in the evening. We really appreciate his family sharing him with us during their family time. He's very knowledgeable and has been a huge asset to our company.

Absolutely outstanding support services. I can go to Will with any questions and ironically, instead of always answering them, he asks me the questions that help me derive the correct solution for my

business and to make it grow. This approach helps me take ownership of the solution and gain independence

The Lawrence KSBDC is my go to source for continuing information. Will and Maggie are the best!

Will has helped my company, I enjoy working.

Will Katz was amazing in helping me through the process of incorporating and getting my doors open. KSBDC is a fantastic asset to anyone who owns or is looking to start a small business

I could not have done it without the expertise of Will Katz. Thank you!

The services provided by KSBDC and the assistance in particular provided by Will Katz has truly made a big difference in our business not only from a financial perspective, but also the moral support has been invaluable. We are so fortunate to have such a great service available to us as we grow and consolidate our small business. Without KSBDC, our present business standing may not have been quite as sound.

Will Katz was great to work with. He allowed me to better express my ideas and dreams of this business in a more formal and structured manor so that I could then take that plan and dream to banks to seek, and then receive, the loan that I needed.

Will Katz mentoring & business knowledge has been instrumental in developing and growing my online business. Our coaching sessions and time spent together working have really propelled the business forward and improved my business and financial planning. I'm glad to have used, and continue to use the expertise and resources of the KUSBDC.

Will Katz is has added so much to our business. He has put us in contact with many others great people and resources.