



2022 ANNUAL REPORT

MISSOURI SMALL BUSINESS DEVELOPMENT CENTERS



TABLE OF CONTENTS



3

4

6

Letter from the
Associate
State Director

Network News

Statewide
Impact &
Partnerships

9

25

Client Highlights &
Impact by Federal
Legislative District

Connect with the
Missouri SBDC

LETTER FROM THE ASSOCIATE STATE DIRECTOR



SHERRY NOLLER
ASSOCIATE STATE
DIRECTOR

The Missouri SBDC has adapted and further developed over the last few years. Our team of directors and business counselors and coaches invest in the communities they serve through partnerships and relationships, many that have been established for a long time, and just as many that were forged by the challenges over the past few years.

In 2022, we saw a transition of leadership with the retirement of long-time Missouri SBDC leader, Greg Tucker. The network was able to name a new state director and Ted J Gutierrez started with the network in November. We look forward to the leadership and experience Ted brings to the network with his SBDC and national America's SBDC experiences.

I am very proud of the Missouri SBDC team around the state. They continue to advocate for small businesses in their communities, they work side-by-side with clients to address the real issues that a small business faces, and they truly invest themselves into what they do. Our team drives us forward to be responsive and relevant to the needs of our small business clients. Their commitment and dedication is what makes the Missouri SBDC the premier assistance provider for small businesses in the state.

As an interested stakeholder or partner, you can help us fulfill our mission by referring a small business owner in your community to their local SBDC for no-cost, confidential professional business advising.

Thank you for your continued support of the Missouri SBDC!



**Business
Grown
Here.**

missourisbdc.org

NETWORK NEWS



**NEW STATE DIRECTOR,
TED J. GUTIERREZ, WELCOMED**

In November 2022, the Missouri SBDC welcomed Ted J. Gutierrez as the new State Director for the Missouri Small Business Development Center & MU Extension Business Development Program Education Director.

Mr. Gutierrez returns to the Missouri SBDC network after serving three years as the State Director for the U.S. Virgin Islands SBDC. He earned his MBA from the University of Redlands in 2004 and has a background in banking, finance, marketing, private/public/non-profit sectors, organizational management, and years of successful experience working with entrepreneurs and small businesses.

2022 STATE STAR, JILL HATHAWAY

Jill M. Hathaway was named the 2022 Missouri Small Business Development Centers (SBDC) State Star, a national recognition. Hathaway is a Senior Business Development Consultant for the Missouri SBDC at University of Missouri - Kansas City.

She was chosen for her exemplary work, significant contributions to the Kansas City region, Missouri SBDC statewide network, and her strong commitment to small business.



Hathaway was recognized at the America's SBDC Annual Conference in San Diego, CA.

[Read the full release for more information](#)

NATIONAL 40 UNDER 40 WINNERS

Two Missouri SBDC team members were recognized as Top 40 Under 40 Young Professionals by America's SBDC in the award's inaugural year.

America's SBDC launched the Top 40 Under 40 Young Professionals Award, a recognition of SBDC staff from across the national network who demonstrate innovation, leadership, and commitment to the SBDC mission.

Travin Shelton launched a program in 2020 named Elevate. The first cohort began in early 2021 supporting growing businesses coming out of the pandemic. The program is bringing the Missouri SBDC credibility and the attention of businesses that have opportunities for high growth, which contributes to more jobs supported and increased sales. The program has been so successful that it has become a part of the Missouri SBDC's annual grant proposal.



Sherry Noller has shown incredible drive and initiative as she moved into a leadership role far beyond the expectations of the associate state director and marketing and communications director. During the global pandemic, she stepped up without being asked to serve a leadership role that allowed the Missouri SBDC to be a better organization coming out of the pandemic. In addition,



Noller is the Chairperson for the America's SBDC Marketing and Communications Committee.

[Read more](#)

NETWORK NEWS

KUHNS RECOGNIZED AS ROOKIE OF THE YEAR

Maria Kuhns, director for the Missouri SBDC at Hannibal Regional Economic Development Council, was recognized as the network's



"Rookie of the Year". Kuhns joined the SBDC in May of 2021 and has been engaged and involved in her community as well as contributing to the statewide network.

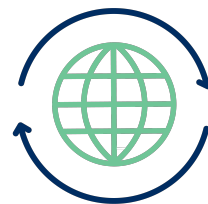
DIVERSITY, EQUITY, & INCLUSION

The Missouri SBDC has taken steps to ensure diversity, equity, and inclusion is woven into how we serve clients and our team around the state.

Led by Lynette Watson, Regional Director in St. Louis, the DEI committee prepares bi-weekly educational presentations for the network and in 2022 committee members completed the certified diversity and inclusion professional credentials.

INTERNATIONAL TRADE

In 2022, international trade director, Leslie Fischer, furthered the awareness of Missouri SBDC services and through many partnerships. Fischer was appointed by the U.S. Secretary of Commerce to the Missouri District Export Council where she has gotten involved as the Outreach Chairperson. In addition, Fischer led efforts to be involved in the Heartland Export Accelerator launch with the World Trade Center



Kansas City and Kansas SBDC. As part of this activity Fischer was able to further the awareness of the export planning template that she developed and work with software company LivePlan to include in their business planning tool.

Lastly, the Missouri Department of Agriculture Domestic and International Trade program facilitated an international trade mission from Taiwan in 2022. The Missouri SBDC assisted this state-level trade activity by providing follow-up resources and trade assistance to all domestic suppliers on a trade mission focused on value added grain, wine and liquor export.



GROWTH

Over the past two years, a group of 22 second-stage Missouri small businesses increased sales by \$10.7 million, made capital investments of \$8.2 million, and added 74 jobs. These businesses were beneficiaries of research and advice from leading experts in a customized consulting program called Elevate. Targeted at second-stage businesses, Elevate is sponsored by the Missouri SBDC.

[Read more](#)

TECHNOLOGY/INNOVATION

In FY22, the Missouri SBDC tech team and network served 338 technology clients through one-on-one business counseling and training. These clients reported receiving \$6,492,895 in grants, investments and/or equity.

The Missouri SBDC was awarded a second year of funding for the FAST grant. This allows the network to continue working with innovators that are seeking SBIR and STTR funding from various federal agencies.



Business: Hartline Construction
Owner: Jennifer Hart
Location: Kansas City, MO

On May 11, 2022, Jennifer Hart, owner of Hartline Construction was presented with the 2022 Missouri Small Business Person of the Year from SBA District 7. We were honored to be in attendance and to celebrate Jennifer. The presentation took place at the, then, under construction Kansas City airport terminal where her company is a contractor.



[Read her full story](#)

FY20-FY22 STATEWIDE IMPACT

878
Start-ups

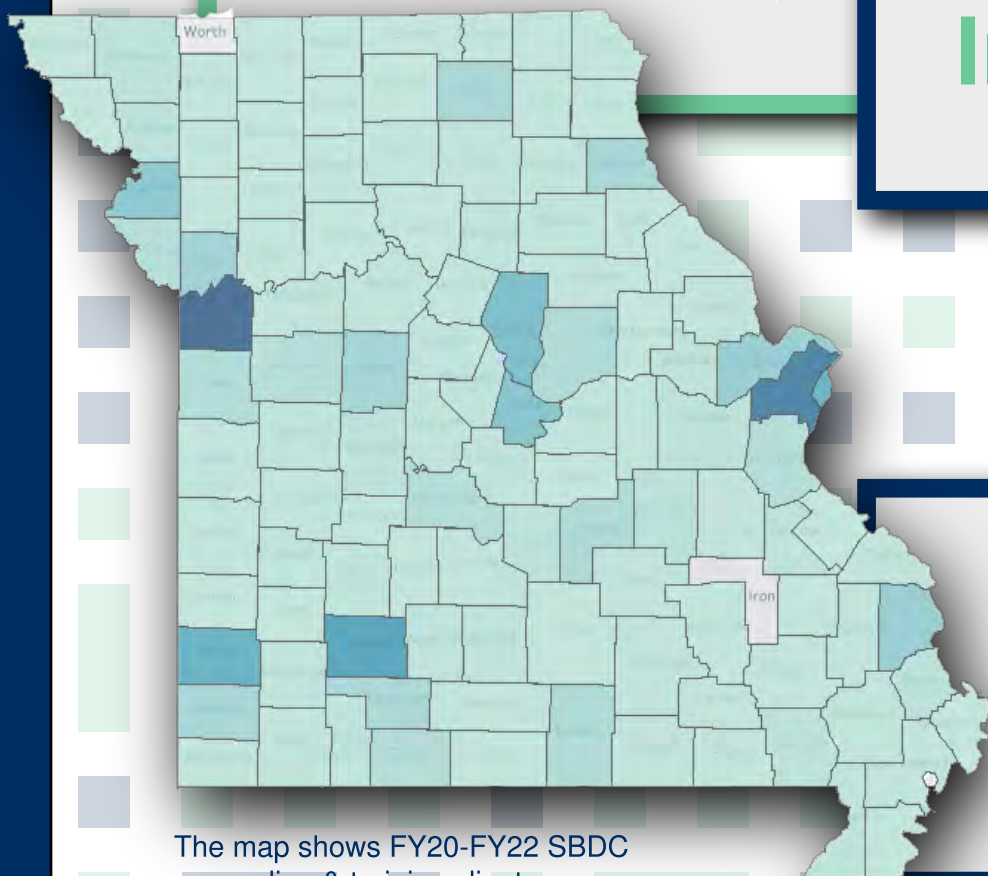
\$440+ MILLION
Increased sales

22%
Woman
Owned

26%
Minority
Owned

\$452+ MILLION
Approved capital

7%
Veteran
Owned



The map shows FY20-FY22 SBDC
counseling & training clients
statewide by county



HOSTS

Where business owners locate their business means a lot. That's the place that will shape how the business grows, provide the business with resources and employees. And that's the community that stands to benefit from the business's success. It's the business's home.

The Missouri SBDC succeeds at serving Missourians across the state because of the valuable partnerships that have been developed in our communities over years and decades.

The universities, economic development and community organizations below all invest in the Missouri SBDC program to host a primary and/or satellite office and staff to serve our neighbors.



Business: **Locs of Glory**
Owner: **Tameka Stigers**
Location: **St. Louis, MO**

LOCS
— OF —
GLORY

From a side hustle during her Master's program to a new business partnership in Ghana, West Africa, Tameka Stigers now has multiple businesses. And throughout the years, SBA programs, like the Missouri SBDC, have been there to help along the way.



[Read the full story](#)

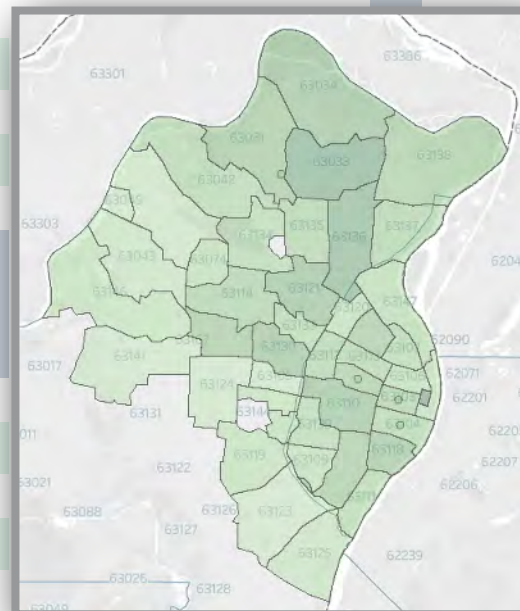
FEDERAL DISTRICT ONE

86
Start-ups

\$48.9+ Increased
MILLION sales

Approved
capital

\$67.9+
MILLION



The map shows FY20-FY22
SBDC counseling & training
clients by Zip code - District 1

29%
Woman
Owned

69%
Minority
Owned

5%
Veteran
Owned

REGIONAL
HOSTS

U
Extension
University of Missouri

St. Louis
**Small
Business**
Empowerment
CENTER

ST LOUIS
ECONOMIC
DEVELOPMENT
PARTNERSHIP

RUCC
Regional Union Construction Center
Building a Diverse Construction Community

EDC
ECONOMIC
DEVELOPMENT
COUNCIL OF
ST. CHARLES COUNTY

I T E N
CATALYST FOR TECH INNOVATION

Business: Mueller Industries
Owner: Christine Jeep
Location: St. Louis, MO

When a family-run small business loses its leader and, shortly afterward, loses its largest client, it can send the company into a tailspin. But Mueller Industries turned that around with help from the Missouri SBDC.



[Read the full story](#)

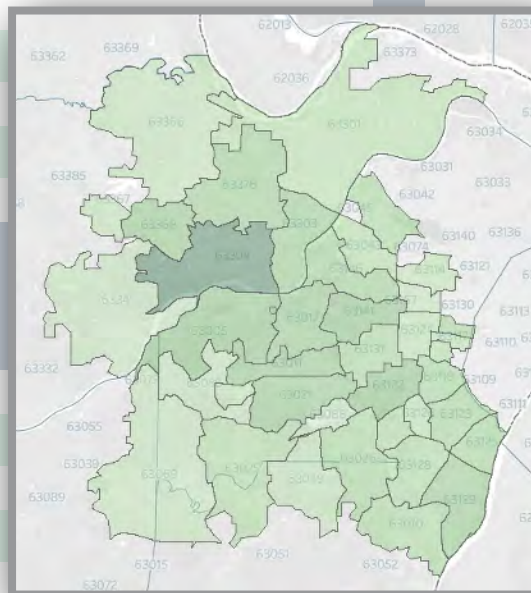
FEDERAL DISTRICT TWO

30
Start-ups

\$4.1+
MILLION Increased sales

Approved capital

\$19.1+
MILLION



The map shows FY20-FY22
SBDC counseling & training
clients by Zip code - District 2

27%
Woman
Owned

26%
Minority
Owned

5%
Veteran
Owned

REGIONAL
HOSTS

M
Extension
University of Missouri

St. Louis
**Small
Business**
Empowerment
CENTER

ST LOUIS
ECONOMIC
DEVELOPMENT
PARTNERSHIP

RUCC
Regional Union Construction Center
Building a Diverse Construction Community

EDC
ECONOMIC
DEVELOPMENT
COUNCIL OF
ST. CHARLES COUNTY

I T E N
CATALYST FOR TECH INNOVATION

Business: **Arete Contracting**
Owner: **Kyle Te**
Location: **Jefferson City, MO**

Kyle Te had always wanted to go the self-employment route, but for a long time he didn't have the courage to do it or a clear idea of what industry would be the right fit. Then he found his fit and that gave him the courage.

[Read the full story](#)



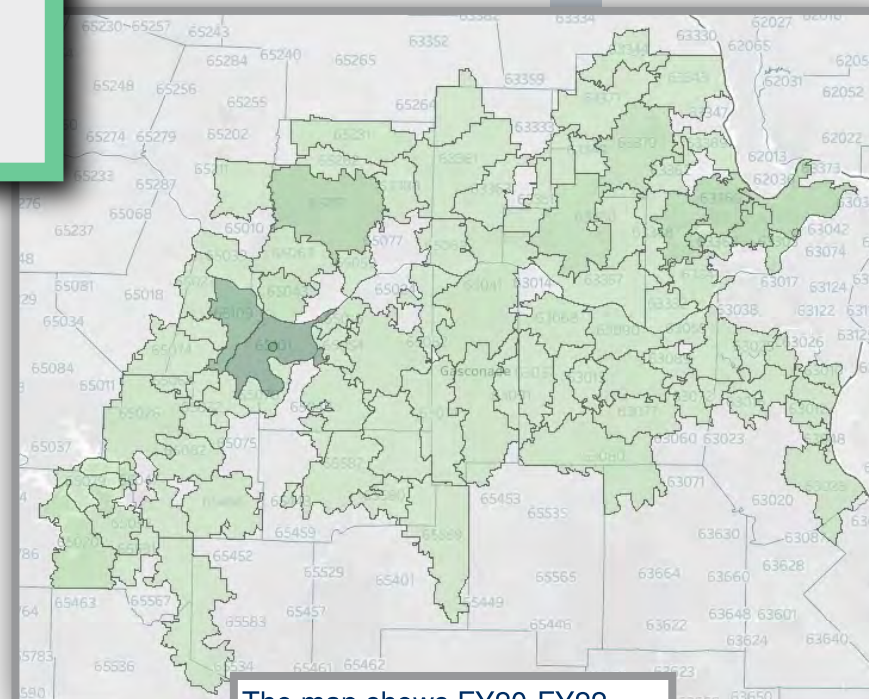
FEDERAL DISTRICT THREE

84
Start-ups

\$6.8+
MILLION
Increased sales

Approved
capital

\$26.1+
MILLION



The map shows FY20-FY22
SBDC counseling & training
clients by Zip code - District 3

20%
Woman
Owned

22%
Minority
Owned

8%
Veteran
Owned

REGIONAL
HOSTS


Extension
University of Missouri

 LINCOLN
University

MISSOURI
S&T

EDC
ECONOMIC
DEVELOPMENT
COUNCIL OF
ST. CHARLES COUNTY

Business: Powder Monkey Fireworks
Owner: Chris Sander
Location: Weldon Spring, MO

Using a business plan developed in college Chris Sander started Powder Monkey Fireworks in 2008. He did well using his experience while growing up to ignite his business. Then in 2020, new ideas led to the need to understand how to successfully grow his company however the pandemic stood to interrupt his plans. With the assistance from the Missouri SBDC and his own grit he has been able to move his business and industry forward.



[Read the full story](#)

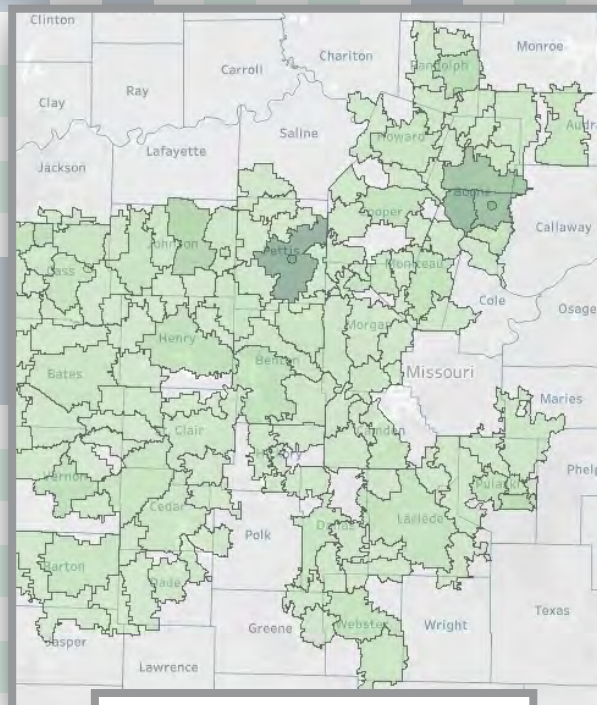
FEDERAL DISTRICT FOUR

135
Start-ups

\$18.7+ Increased
sales
MILLION

Approved
capital

\$75.7+
MILLION



The map shows FY20-FY22
SBDC counseling & training
clients by Zip code - District 4

21%
Woman
Owned

15%
Minority
Owned

10%
Veteran
Owned

REGIONAL
HOSTS

State Fair
Community College



Missouri
State
UNIVERSITY

MISSOURI
SOUTHERN
STATE UNIVERSITY

LINCOLN
University

Business: DocuLock, LLC
Owner: Paul Janicek
Location: St. Joseph, MO

When a recovery from open-heart surgery didn't allow Paul Janicek, owner of DocuLock in St. Joseph, MO, to work for five days he had a lot of time to think. He thought about his business and what growing the business could look like. Franchising was an idea and with the help of the Missouri SBDC at Northwest Missouri State University he has launched his franchise and has big plans for growth!

DocuLock, LLC



[Read the full story](#)

FEDERAL DISTRICT FIVE

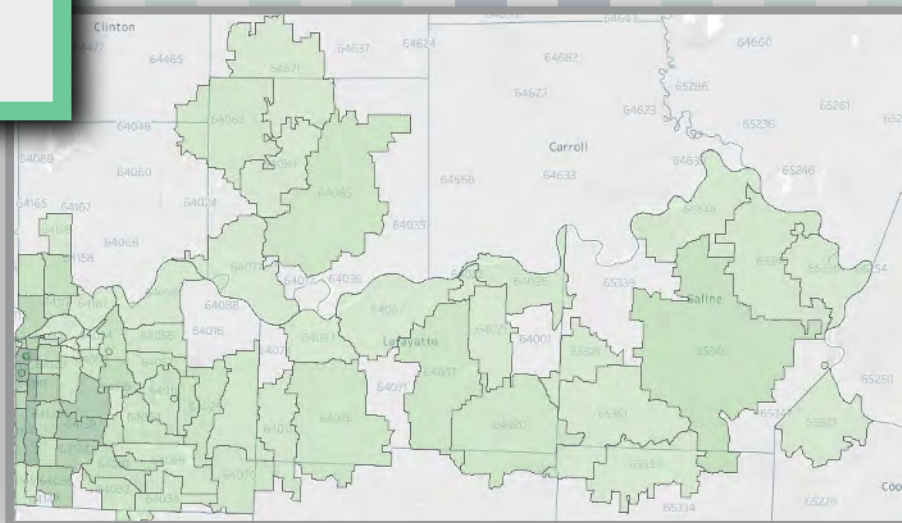
113
Start-ups

\$60+
MILLION

Increased
sales

Approved
capital

\$68.9+
MILLION



The map shows FY20-FY22
SBDC counseling & training
clients by Zip code - District 5

24%
Woman
Owned

40%
Minority
Owned

5%
Veteran
Owned

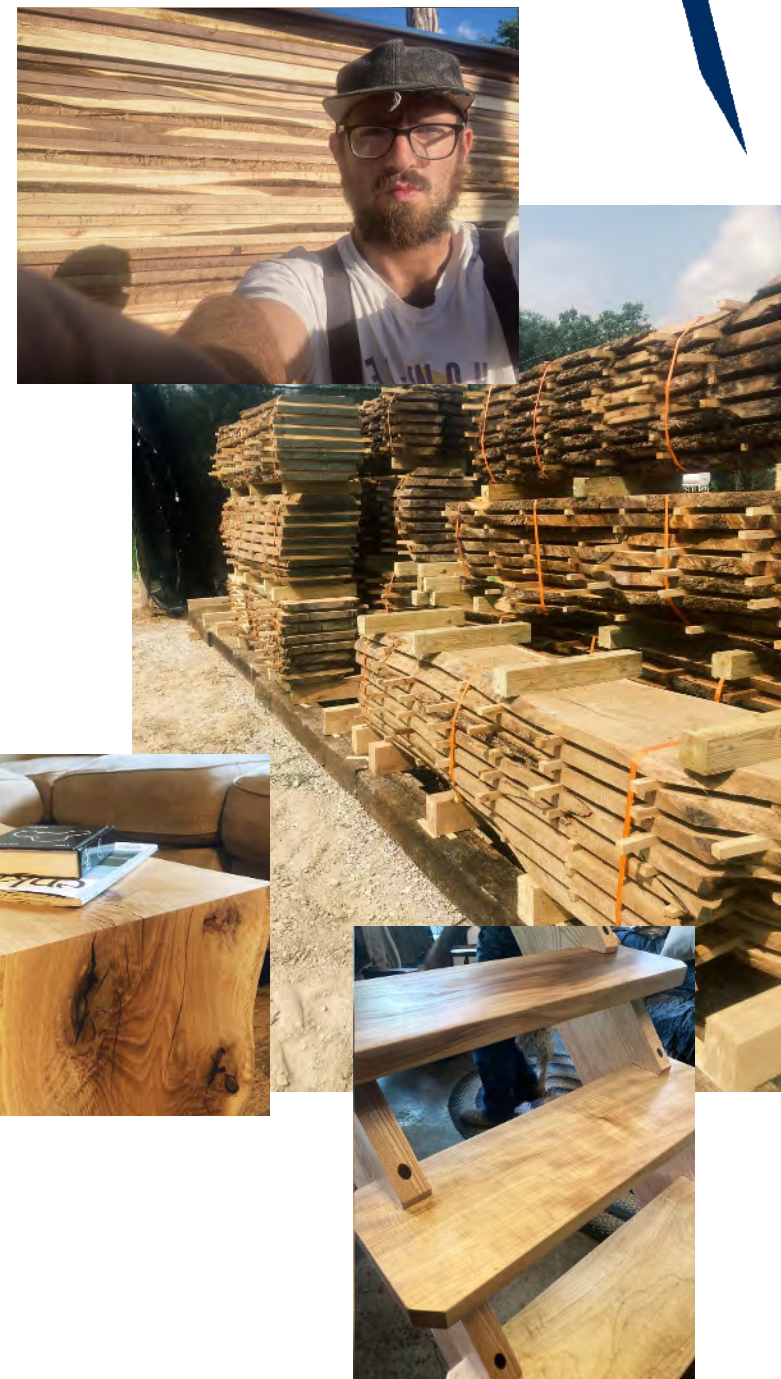
REGIONAL
HOSTS

UMKC

State Fair
Community College

Business: Full Circle Forest Products
Owner: Joshuan Clarkweiss
Location: Rutledge, MO

Joshua Clarkweiss, owner of Full Circle, began his business by creating custom pieces for his neighbors, and since then, it has grown quite a bit. “We’ve created our brand based on our ethics of where we source our material and what we do with it rather than the specific products we make.” Once Clarkweiss learned about grant opportunities, his business has since flourished, yet remained true to its sustainable roots.



[Read the full story](#)

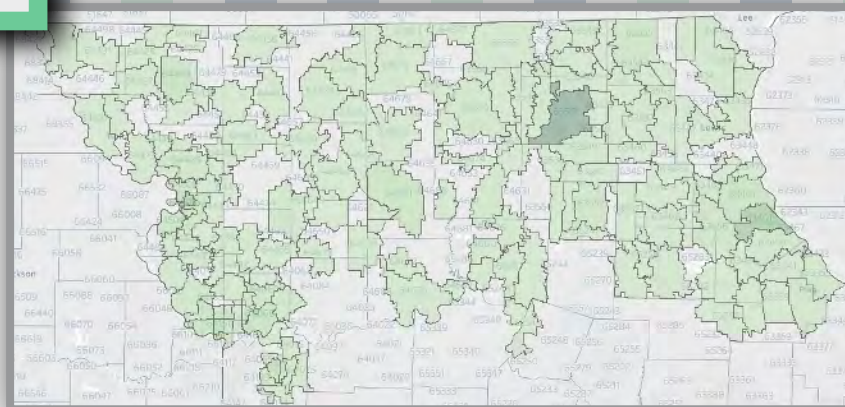
FEDERAL DISTRICT SIX

135
Start-ups

\$26.1+ Increased sales
MILLION

Approved capital

\$34.2+
MILLION



The map shows FY20-FY22
SBDC counseling & training
clients by Zip code - District 6

22%
Woman
Owned

14%
Minority
Owned

7%
Veteran
Owned

REGIONAL
HOSTS



Business: Uneath Potential
Owners: Anita Archer & Erin Philips
Location: Joplin, MO



After recognizing a need for a behavioral clinic in their area, Anita Archer and Erin Philips were inspired to start their own business, Uneath Potential, to serve children and their families. Uneath potential focuses on providing children with behavioral therapy for differing abilities, such as autism and ADHD.



[Read the full story](#)

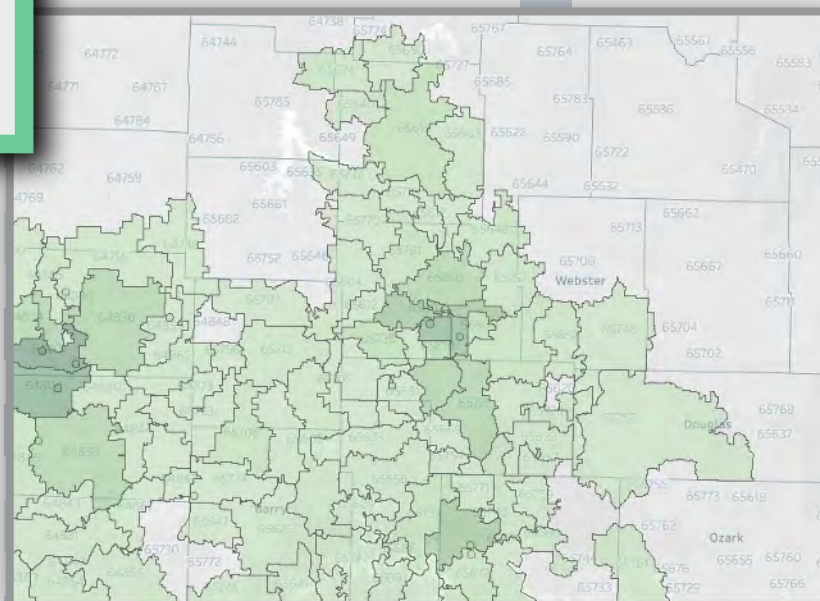
FEDERAL DISTRICT SEVEN

132
Start-ups

\$177+
MILLION Increased sales

Approved capital

\$50+
MILLION



The map shows FY20-FY22
SBDC counseling & training
clients by Zip code - District 7

16%
Woman
Owned

11%
Minority
Owned

8%
Veteran
Owned

REGIONAL
HOSTS

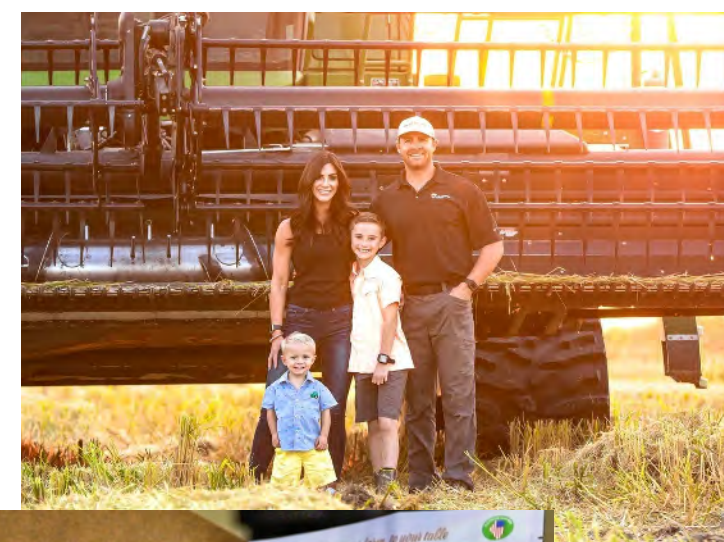


**Missouri
State**
UNIVERSITY

**MISSOURI
SOUTHERN**
STATE UNIVERSITY™

Business: Inland Cape Rice Company
Owner: Sam Schneider
Location: Scott City, MO

Due to the pandemic, Sam Schneider, owner of Inland Cape Rice Company, saw a need to not only produce rice but also manufacture to the finished product. With help from the Missouri SBDC he was able to complete a feasibility study and business plan to obtain a grant through the Missouri Agricultural Small Business Development Authority. This project will not only add value to his family farm, but it will also help create other value-added markets for other local producers.



[Read the full story](#)

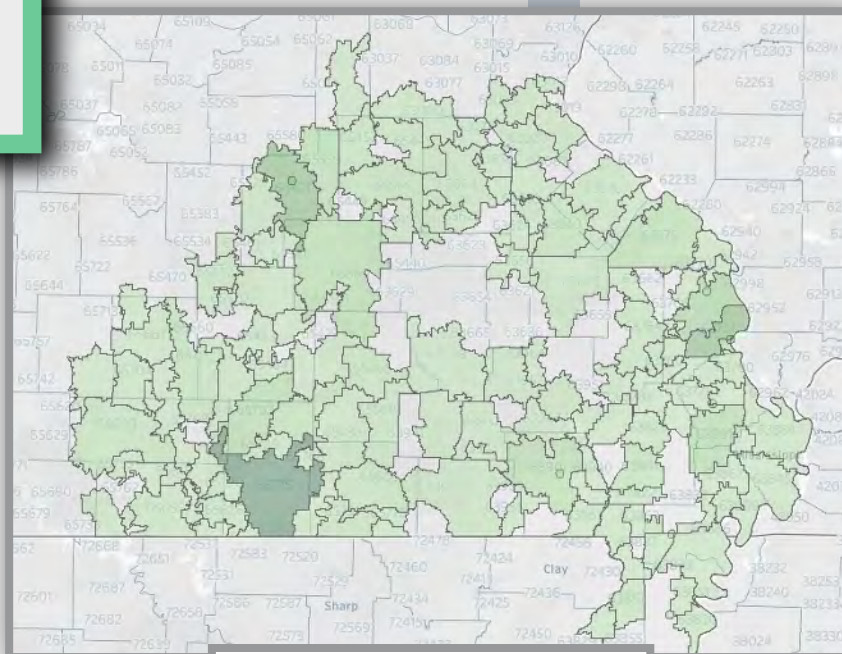
FEDERAL DISTRICT EIGHT

121
Start-ups

\$15.9+ Increased
MILLION sales

Approved
capital

\$47.1+
MILLION



The map shows FY20-FY22
SBDC counseling & training
clients by Zip code - District 8

19%
Woman
Owned

13%
Minority
Owned

7%
Veteran
Owned

REGIONAL
HOSTS



Missouri State[™]
WEST PLAINS

Help others make confident decisions by sharing what the Missouri SBDC can do



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@MissouriSBDC



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The Missouri SBDC is funded in part through a cooperative agreement with the SBA, institutions of higher education, economic development organizations, and other public and private funding partners. The Missouri SBDC is an accredited member of America's SBDC and hosted by the University of Missouri Extension.

