

# Presenter Biographies

**Brasted Patricia "Trish"**

**Wichita Technology Corporation**

Ms. Brasted joined WTC in 1996 and currently serves as President/CEO of Wichita Technology Corporation and is the Managing Member of Wichita Technology Ventures. Under the leadership of Ms. Brasted, the WTC organization has consulted with hundreds of entrepreneurs, assisted in raising over \$100M dollars from private investors leveraged into 40 technology companies, representing 60 patented technologies. Ms. Brasted is an active angel investor and a frequent speaker on accessing venture capital and angel investing. Ms. Brasted is the current chair of the National Association of Seed & Venture Funds and serves on the Boards of several technology companies. She earned her Bachelor's degree from Wichita State University and her MBA from Baker University.

**Buchholz Dave**

**David & Associates**

Dave Buchholz is president of David & Associates, an award-winning marketing communications firm in Hastings, Nebraska that serves regional and national clients. Dave has been a highly rated speaker at a number of small business and entrepreneurial workshops. A graduate of the University of Nebraska-Lincoln, Dave grew up on a family farm near Ayr, Nebraska. He and his wife, Debra, are parents of a son, Djorn. On weekends, Dave plays keyboards in a rock band.

**Carr Kevin**

**Kansas Technology Enterprise Corporation**

Kevin Carr serves as Interim CEO of Kansas Technology Enterprise Corporation. Carr has extensive experience in managing seed capital, business development, university grant programs and strategic planning initiatives. In addition, he works closely with economic development partners, business leaders and the state legislature to improve the state's infrastructure for technology-based economic development. Carr holds a Bachelor of Science in Business Administration from Pittsburg State University and a Masters in Economic Geography from the University of Kansas.

**Clinkinbear Curt**

**The FAMEE Foundation**

Our speaker today is Curt Clinkinbeard. He is a business advisor and marketing consultant, the author of the book CUSTOMER PILLARS, and the Executive Director of The Foundation for the Advancement of Marketing Excellence in Entrepreneurs or The FAMEE Foundation. Previously, he was the vice president of sales and marketing for a medical manufacturing firm who increased revenues by 1000%, was the director of the Kansas University Small Business Development Center where he advised over 1000 entrepreneurs on an individual basis, and has trained over 1,000 business consultants. Curt blogs regularly on the FAMEE website and has been quoted and had articles in several national business publications.

**Farag Mike**

**Fervor Marketing (also CEO of Heffys BBQ Co.)**

Mike used to climb corporate ladders, selling Wireless and cable products for tech companies, such as Sprint and Cox Communications. After a mission trip to Haiti, he gave it all up to start Fervor, a hot shop that helps nonprofits and businesses tell their stories. In addition to Fervor, Mike has a blast as CEO of Heffy's BBQ Co. dedicated to making great barbecue sauce and providing work to Special Olympic athletes. Mike's favs include wakeboarding, cycling, traveling, and feeding his insatiable appetite for no-bake cookies.

**Fisher Chelsey**

**Dodge City/Ford County Development Corpora**

Chelsey Fisher graduated from Fort Hays State University in 2008 with a Bachelors of Art in Communication, emphasizing in Public Relations and Advertising. While going to school, Ms. Fisher worked for the Downtown Hays Development Corporation for approximately two years. Upon graduation she accepted a position with the Dodge City/Ford County Development Corporation as the Special Projects Coordinator and has focused on workforce development in Ford County, until recently accepting a promotion as the Main Street Director. Ms. Fisher currently serves on several committees and advisory boards including the Dodge City High School Business Advisory Board, the Dodge City Community College Business, Technology and Continuing Education Advisory Board, the Cargill Community Action Committee and the Dodge City Cultural Awareness Committee.

**Flemming Jackie**

**Nex-Tech Wireless**

Jackie Flemming is an Advertising Representative with Nex-Tech Directory Services. Jackie works with hundreds of various businesses all over Kansas and Oklahoma to effectively promote their businesses through yellow page and online advertising. She is also active in her community through the local Chamber of Commerce and is a member of the Hays Area Young Professionals. She was recently featured as one of Hays' top 20 Young Professionals of 2010.

**Givens, Jr. Earl**

**State Library of Kansas**

Earl Givens is the Library Technology Consultant of the State Library of Kansas. His technological experience ranges from database design and server management, to web design and development, in addition to an overall familiarity with working technology. In Earl's current position at the State Library, he provides tech support for Audio books, Music and More, ELMER, Homework, Kansas, Kansas Library Card, and WebJunction. In addition, Earl also helps to maintain the State Library web site to develop the virtual library collection.

**Hamit Pat**

**Community Foundation of Southwest Kansas**

As a graduate of Friends University and a native of Southwestern Kansas, Pat spent almost 20 years in rural Kansas through her work with the Kansas Association of Credit Unions. For the past nine years, Pat has been employed by the Community Foundation of Southwest Kansas as the Executive Director. During this time, the Community Foundation assets have grown by \$8.5 M. Assisting local rural communities to develop endowed funds for the benefit of those communities is one of Hamit's priorities.

**Hanson Steve**

**Pioneer Country Development, Inc.**

Steve Hanson has been employed by the Pioneer Country Development, Inc. since April of 1999 as a Business Finance Officer. He is responsible for packaging business loan applications, assists in the preparation of business plans, writing grants for business infrastructure improvements and administration of PCDI's revolving loan funds. Prior to his employment with Pioneer Country Development, Inc., Steve was employed as a bank loan officer and as a liquidation specialist for the FDIC.

**Hassebrook Chuck**

**Center for Rural Affairs**

Chuck is The Executive Director of the Center for Rural Affairs. He specializes in commodity programs, rural development policy, research and extension, rural revitalization, and higher education. Mr. Hassebrook has been with the Center for more than 30 years, developing strategies for rural revitalization, devising farm program payment limitations and enhancing federal funding for rural programs. The Center for Rural Affairs has helped nearly 10,000 small businesses get started or survive, and has assisted in the development of nearly one dozen cooperatives. In addition to his work with the Center for Rural Affairs, Hassebrook is a member of the University of Nebraska's Board of Regents. He has also served on the Nebraska Rural Development Commission, the National Commission on Small Farms, and co-chaired the USDA Agricultural Science and Technology Review Board.

**Head**

**Melody**

**Dodge City High School**

Mrs. Head will be presenting this session alongside current students from the YEK class in Dodge City. Mrs. Head serves as a YEK instructor in addition to being a business teacher at Dodge City High School.

**Hunter**

**Jeff**

**Prepaid Legal and Go Small Biz**

Although Jeff lives in Tucson, Arizona his roots are in Dodge City, Kansas. Born and raised there, in fact his parents still reside in Dodge City. He served 4 years in the Navy. Jeff has been married for 35 years and he and his wife have one son and three grandsons. He retired from the City of Tucson Fire Department as an engineer after 23 years of service. While working he finished his business degree and enjoys using that knowledge in his business.

**Hutfles**

**Svetlana**

**Kansas Association of Community Foundations**

Svetlana Hutfles is executive director of KACF with international exposure to developing community foundations. She is a graduate of numerous educational and exchange programs and a contributor to studies on community foundations. Svetlana holds Bachelor's Degree from the International Academy of Business and Banking in Russia, and a Master's Degree from the University of Leeds in the UK. Svetlana is a strong believer in cross-sector partnership and community foundations as "global" philanthropic instruments in developing economic and social infrastructure.

**Jantzen**

**Jan**

**Flint Hills Resource Conservation and Develop**

Jan Jantzen is Director of Rural Tourism Development with the Flint Hills Resource Conservation and Development Council in Emporia, Kansas. Calling on his background as an agritourism business owner, a farmer, teacher, and consultant, he specializes in helping rural Kansans create and expand their own agritourism businesses. His commitment to results and a knack for a good sound bite has at various times landed him in the New York Times, on National Public Radio, CBS Sunday Morning with Charles Karult, and on the front page of the Wall Street Journal.

**Jordan**

**Carole**

**Kansas Dept. of Commerce**

A native of Russell and graduate of Valley Falls High School, Carole grew up in rural communities and spent summers on her grandparents' Cloud County farm. She earned a bachelor's degree in journalism and master's in public administration from the University of Kansas. Carole was employed at the KU Medical Center as a writer, then joined the Kansas Department of Agriculture where she held several different positions. Carole came to the Department of Commerce as director of the rural development division in 2008. Carole and her husband, Orion have a grown son. She enjoys gardening, cooking, reading and exercising, and is very optimistic about the future of rural Kansas.

**Kahl**

**Dan**

**Kansas PRIDE/Extension Liaison, K-State Cent**

Dan Kahl is an Associate Specialist in Community Development at KSRE and the Extension Liaison with the KSU Center for Engagement and Community Development. He works with volunteer community improvement groups across Kansas through the PRIDE program. Dan has a Masters degree in Leadership Studies and is working on his Ph.D. at Kansas State University. Dan is a Facilitation Associate with the Institute for Civic Discourse and Democracy and a Kansas Health Foundation Master Facilitator.

**Klein Vanessa**

**U.S. Small Business Administration**

Vanessa Klein is a Business Development Specialist in the U.S. Small Business Administration's Wichita District Office, which serves 77 counties in Central and Western Kansas. She currently works in marketing and training, educating both commercial lenders and existing and potential entrepreneurs about SBA's various programs and services. Ms. Klein has been employed by SBA for 29 years, with the majority of her career being spent as a loan officer processing applications for SBA's 7(a) Loan Guaranty Program and 504 Economic Development Loan Program. She also serves as the Wichita District Office's public information officer and disaster coordinator. A graduate of Friends University in Wichita, she holds a B.S. in Business Administration.

**Klima Phyllis**

**Salina Downtown, Inc.**

Phyll Klima is the Executive Director, Salina Downtown, Inc. Phyll is passionate about helping entrepreneurs succeed. She has over 30 years experience in owning and operating small businesses in Kansas and Nebraska. Phyll earned her Masters at the University of Nebraska-Lincoln. She and her husband, Ed have three children who are all married and have proudly given them two grand dogs and one grand cat. Phyll proudly claims the diagnosis of "Serial Entrepreneur."

**Knight Joann**

**Dodge City/Ford County Development Corpora**

Joann Knight serves as the Executive Director of the Dodge City/Ford County Development Corporation and has been with the public/private partnership for 20 years. She is responsible for overseeing the organizations day-to-day operations including business recruitment and expansion, workforce, housing and neighborhood revitalization and Main Street. Ms. Knight currently serves on the Southern Economic Development Council Board of Director and is a Past President of the Kansas Economic Develop Alliance.

**McCray Becky**

Becky McCray is a small town business owner, with a retail store and a cattle ranch in Woods County, Oklahoma. She helps small town governments, and promotes entrepreneurship and tourism in small towns. She publishes the popular website, Small Biz Survival, on small town small business, drawing national media attention. She and her husband Joe live in Hopeton, Oklahoma, a community of fewer than 30 people.

**McCune Mary**

**Motorcycle Mary Inc.**

Mary McCune is better known as "Motorcycle Mary," a dynamic financial humorist and the founder of "Motorcycle Mary's School of Finance." Mary has been helping people organize their finances since 1996. She has conducted more than 500 seminars outlining her financial tools to schools, community groups, banking establishments, and corporations throughout the Midwest. Her seminars feature "Maryisms" which are Motorcycle Mary's unique way of explaining money with humor, colorful honesty, and heart.

**Nelson Mike**

**Media Services, Inc.**

Mike Nelson is an award-winning content creator with experience in developing a wide range of media, including video, audio, print, and websites. With 10 years of audio/video production experience, Mike started Media Services, Inc. in 1992. MSI has produced numerous national and regional award-winning projects, including video programming and museum exhibits. Mike started developing commercial websites in 1996, and today web-based projects are a major part his business.

**Newman Ron**

**Kansas Small Business Development Center**

Ron Newman is the Regional center director for Kansas Small Business Development Center. Previously, Ron served as interim North Dakota state director and business consultant & trainer in North Dakota & Minnesota. He has independent, franchise, and corporate business management and ownership experience and has provided management consultation and training assistance to more than 3,000 prospective and existing business owners in 5 states.

**Nichols Gerald**

**Sunflower Creations**

Gerald is the co-owner and business manager of Sunflower Creations a local family operated quilt and sewing machine service and repair shop located in rural Gray County. A Registered Nurse for sixteen years, he has also been a self-employed farmer as well as Nursing Director at a multi-specialty clinic and nursing home. Gerald believes in the KISS Principle – Keep It Simple Sweet. Gerald is married and has two children.

**Pedersen Erik**

**Kansas Center for Entrepreneurship DBA netw**

Erik Pedersen is the Associate Director for the Kansas Center for Entrepreneurship and assisted with the establishment of the center in May 2005. The Kansas Center for Entrepreneurship was created as part of the Kansas Economic Growth Act of 2004 to further establish entrepreneurship and small business as a priority for economic and community development. Erik oversees the StartUp Kansas fund program as well as the Entrepreneurship Community (E-Community) partnership. A lifelong resident of Wichita, Erik graduated from Friends University in 1988 with a Bachelor's Degree in Business Administration. Erik began his career in 1990 when he went to work for a Wichita-based technology startup company, Brite Voice Systems. In 1997, Erik left Brite Voice to start a manufactured housing dealership with Steve Radley, Director of the Kansas Center for Entrepreneurship. The business was later sold to the largest manufacturer in the country, Champion Enterprises, and Erik remained with Champion as General Manager until May 2005. Erik has been married to his wife Kristi for 19 years. He enjoys hunting, fishing, and coaching or watching his daughter Brooke (13) and son Dane (11) in their various sporting endeavors.

**Powell Larry**

**Salina Area Chamber of Commerce**

Larry joined the Salina Area Chamber of Commerce in 2008. Larry attended Business Retention & Expansion International training in 2009 and is now a certified BR&E Project Coordinator. Larry also holds a Mini-MPA from the "Hugo Wall School of Urban and Public Affairs" from Wichita State University; is a Graduate of the Economic Development Institute of Norman Oklahoma; a Graduate of the US Chamber of Commerce Institute for Organizational Management at Boulder Colorado; a Graduate of the Kansas Law Enforcement Academy (KU) and holds a BSBA with minors in Psychology and Music from Emporia State University.

**Prough Brandon**

**USDA Rural Development**

Brandon obtained his Bachelor of Science Degree in Agri-Business from Fort Hays State University in 1993. He started with USDA in 1992 as a student trainee and has been with the agency since that time. He has worked in almost all programs that Rural Development has to offer.

**Prough Shaina**

**Hays High School**

Shaina is a 1993 graduate of Fort Hays State University with a degree in Business Education. Shaina has been a classroom teacher for 15 years at Hays High School. She has taught many different computer classes and is the marketing instructor for Hays High. In addition to her teaching duties, she is also the DECA (Distributive Education Clubs of America) Advisor. Her students routinely qualify for the National DECA Conference each year and has had one National Champion during her tenure.

**Renner Jeff**

**United Communications**

Jeff Renner has worked in the wireless phone industry for almost ten years. In the past, he has worked in wireless sales. His current position is with United Wireless in Dodge City as a wireless manager. Jeff brings a wealth of information as a Certified Blackberry Retail Expert. He has served on the Board of Directors for the Depot Theater Co. and will soon begin as a board member on the Dodge City Chamber of Commerce.

**Riat**

**Steve**

**Nex-Tech Inc**

Steve Riat has received international attention from companies such as Intel and Microsoft for his unique sales and marketing strategies. Sharing his experience with others is Steve's passion, and he was proud to be recognized by Heartland Technology Group (a peer group of 250+ business owners) as a 2010 Go-Giver Award recipient. An entertaining and motivating speaker, Steve presents on sales execution, business growth and creative marketing.

**Roller**

**Julie**

**Pottawatomie County Economic Development**

Julie Roller is the Development Associate for the Pottawatomie County Economic Development Corporation in Wamego. She previously served as the Executive Director of Downtown Augusta, Inc. a Kansas Main Street organization. Julie is a graduate of Kansas State University and a proud Kansas Explorers Club member.

**Saini**

**Manveen**

**Advanced Manufacturing Institute**

Manveen Saini is the economic analyst at the Advanced Manufacturing Institute (Kansas State University). She works on a variety of projects related to economic development, social network analysis, asset mapping, web based surveys and economic impact analysis. She has interest in implementing the social network techniques, issue mapping techniques and wicked problems concepts to rural regions.

**Schmitz Gla Beverly**

**Garden City Downtown Vision**

Beverly Schmitz Glass, PhD, is the executive director of Garden City Downtown Vision, a Kansas Main Street organization in Downtown Garden City. Previously, she was director of Physician Recruitment and Business Development for Western Plains Medical Complex in Dodge City. Dr. Glass brings nearly 35 years of marketing, advertising, and strategic planning experience to her work, is principle/owner of the Prairie Goddess Marketing Group and is married to Bruce Glass. She has two cats, Maggie and Bubba.

**Strack**

**Jan**

**Matrix Electronic Measuring, Inc.**

Jan Strack is President and CEO of Matrix Electronic Measuring, Inc. Strack is co-founder of Matrix, a Salina-based firm that developed "The Wand" system - a handheld, mobile, computerized, stereoscopic digital imaging tool for evaluating automotive vehicle damage. Strack successfully took The Wand from conceptualization, to product development to market launch. In addition, she raised \$3.7 million in capital. Strack has 25 years experience in the collision repair industry. She co-founded Automotive Collision Repair Specialists, Inc. and Automotive Marketing, Inc.

**Starkweather Kathie**

**Center for Rural Affairs**

Kathie Starkweather is the Director of the Center for Rural Affairs' Rural Opportunity and Stewardship Program. She worked as a policy organizer for the Center and served as its Director for the Rural Organizing and Outreach Program. She worked as a rural sociologist with the USDA-Natural Resources Conservation Service and primarily in the field of rural community development. She has an undergraduate degree in sociology from the University of Nebraska and is currently completing a master's degree. She was named as a Fellow with the University of Nebraska's Center for Applied Rural Innovation and is a member of the Rural Sociology Society. She grew up on a family farm in Nebraska and has two adult daughters.

**Stone**

**Kyle**

**Fort Hays State University-College of Business**

Kyle is an Assistant Professor for Fort Hays State University in the College of Business and Leadership and has been working in the North American manufacturing industry since 1990. His 20 year career in industry includes automotive, healthcare, chemical, pulp and paper, and heavy steel fabrication primarily focused in process improvement, operations management, human resource and organizational development. He holds a Ph.D. in Organizational Performance and Change and a M.Ed. in Adult Education and Training from Colorado State University.

**Taylor-Puck Mercedes****Kansas Rural Center**

Mercedes is the Farmers Market and Local Food Coordinator for the Kansas Rural Center. Her current projects include developing manager and board training and the annual Kansas Farmers Market Conference, as well as launching the local food branding label, Our Local Food, for the Kaw River Valley in NE Kansas. Mercedes is also the administrator of ksfarmersmarkets.org. Prior to joining KRC, she was the coordinator of the Downtown Lawrence Farmers Market. Mercedes enjoys working on issues of local, sustainable agriculture and expanding SNAP access at farmers markets.

**Tophoj Elton****Tophoj Business Consulting, L.L.C.**

Elton Tophoj was born and raised on a cattle ranch/wheat farm in Garden County, Nebraska. His work history covers all aspects of farming and ranching. Elton and his wife own a drug store in Oshkosh, Nebraska. A non-traditional student, Elton received a B.S. in Farm/Ranch Management and M.S. in Agricultural Economics from the University of Wyoming. He completed his Ph.D. in Agricultural Education from Iowa State University. Elton is a business consult and agricultural educator.

**Trent Faye****Great Plains Development, Inc.**

Faye Trent has been with Great Plains Development since February 1998. Great Plains Development, Inc. (GPDI) provides professional leadership and technical assistance in financing, loan packaging, and business planning to individuals and businesses within a 28 county district. Ms. Trent is involved in the application eligibility and approval process of the CDBG Micro-loan and Economic Development loan funds for various counties and cities in their service area. She assists in administering four in-house revolving loan funds as well as various StartUp and E-Community loan funds through Network KS.

**Veesart Pat****GCCC Region, Kansas Small Business Develop**

Pat is the Regional Director for the Garden City Community College Small Business Development Center, covering 22 counties in Southwest Kansas. She has worked at the KSBDC for over 16 years and grew up in the retail clothing business. She is passionate about Growing Kansas Entrepreneurs, is married with two grown children and is an avid knitter.

**Williams Kenneth****NISTAC - Kansas State University**

Ken Williams, a native Kansan hailing from Rolla, is the Director of Licensing for NISTAC, in Manhattan. After receiving a BS in Agricultural Business and Economics, and MBA with an emphasis in Tech Transfer and Entrepreneurship from K-State, Ken ventured to the west coast just to find that he couldn't wait to get back to Kansas. He currently assists in the licensing of university IP and the facilitation of technology based start-up companies from his position at NISTAC, and he continues to consider himself quite fortunate to have had the opportunity to return to Kansas to a job that he thoroughly enjoys!

**Wilson Ron****Huck Boyd National Institute for Rural Develo**

Ron Wilson is director of the Huck Boyd National Institute for Rural Development at Kansas State University in Manhattan. He was a Congressional staff member in Washington DC before becoming director of the Huck Boyd Institute. Ron writes and produces a weekly radio program and news column called "Kansas Profile" about small town Kansas entrepreneurs and community leaders. He has published numerous articles, spoken at national and international meetings, and appeared on C-SPAN.

**Wunderlich Dale****Advanced Manufacturing Institute**

Dale Wunderlich is the industrial designer at the Advanced Manufacturing Institute (Kansas State University), where he works on a team with engineers and business professionals developing new products and services for entrepreneurs and businesses in and around Kansas. He and his team have developed products and improved concepts in the aviation, industrial equipment, medical and consumer products markets. Concepts Dale has helped develop have appeared in the New York Times and Dwell magazines.

**Zibell Kylie****Youth Entrepreneurs Kansas (YEK)**

Kylie manages the YEK program in Southwest Kansas. YEK is a year long elective course that teaches business and entrepreneurial skills to high school students across the state of Kansas