

MINUTES FOR JANUARY 5, 2015
BOARD OF CHEROKEE COUNTY COMMISSIONERS
CHEROKEE COUNTY, KANSAS

CONVENE

Commissioner Hilderbrand called the regular session of the Cherokee County Board of Commissioners (The Board), to order and led all in attendance in the Pledge of Allegiance at 9:00 AM on Monday, January 5, 2015 in the Commission Room, #109 of the Cherokee County Courthouse located at 110 W Maple St., Columbus, Kansas. Commissioners Richard Hilderbrand, Charles Napier, Pat Collins, and County Clerk Rodney Edmondson were present.

Members of the press present: Larry Hiatt, Machel Smith, Jordan Zabel

Chairman Hilderbrand noted that Cherokee County has lost a true public servant in Kevin "Cabb" Landreth to his battle with cancer. He spent many years working in Law Enforcement, Fire, and EMS in Cherokee County.

A motion was made by Commissioner Hilderbrand to lower flags from now until sundown on Wednesday, January 7, 2015. The motion was seconded by Commissioner Collins. The motion carried 3-0.

A motion was made by Commissioner Napier to approve the Minutes of the BOCC Meeting for December 29, 2014. The motion was seconded by Commissioner Collins. The motion carried 3-0.

The Board decided to hold a Special Meeting on Tuesday, January 20, 2015 due to the Martin Luther King, Jr. Holiday on Monday, January 19, 2015, to approve Accounts Payables and Payroll for January. The Board will set the final agenda for the meeting next Monday.

Leonard Vanatta - County Road Supervisor
Gene Langerot - County Lot Supervisor

They appeared before the Board on routine county road business. The Board discussed the ability to store extra fuel in light of the low fuel prices right now. Gene and Leonard will research the cost of installing additional holding tanks and barriers to see if it is cost effective.

Shelley Paasch - Love Small Town America

She appeared before the Board as a representative of the Love Small Town America website hosting program. The cost is under \$500 annually. She recently met with the City of Galena Officials. It's a great opportunity for small towns to stand alone on a Cherokee County website for little cost. The Board suggested that she follow up with Janet Miller. At this time the Board isn't wanting to change websites.

Larry Westervelt - Citizen

He appeared before the Board regarding a problem with his taxes. The Board referred him to the County Treasurer.

RA

Department Heads - Monthly Reports

They met with the Board for their routine monthly meeting with the following Department Heads present: Barbara Bilke, Register of Deeds; Kristin Seal, Noxious Weeds; David Groves, Sheriff; Deana Randall, Human Resources; Jason Allison, Emergency Preparedness; Juanita Hodgson, Treasurer; Ralph Houser, Maintenance; Rodney Edmondson, Clerk; Wayne Elliott, 911 Addressing & Mapping.

Barbara Bilke - She provided a written report. She reminded everyone that the new fees took effect on January 1st.

David Groves - He reported that the Sheriff's Office has received a KDHE grant in the amount of \$2,950 plus 50 new bike helmets. The Toy Box Campaign with KOAM-TV provided Christmas gifts to 238 children in Cherokee County.

Jason Allison - He reported that he is still working on getting the reimbursement from the State of Kansas for his budget. There will be a tabletop exercise on January 14th at the Downstream Casino.

Juanita Hodgson - She reported that her office is working on mail from the payment of real estate taxes.

Kristin Seal - She reported that the year-end report is due February 15th. The annual conference for recertification is in Manhattan at the end of January.

Rodney Edmondson - He reported that he is still collecting departmental inventories and is preparing for the April 7th election.

Wayne Elliott - He reported the sale of \$254 in maps and the issuance two new addresses.

Larry Hiatt voiced his concern over the mailing of tax statements from Wichita and the potential loss of work or revenue for the local post office.

Commissioner Collins voiced his appreciation for the hard work, especially with budgets, that each department did in 2014.

A motion was made by Commissioner Hilderbrand to amend the agenda for Heather Morgan and Project 17 from 11:00 AM to 10:53 AM. The motion was seconded by Commissioner Napier. The motion carried 3-0.

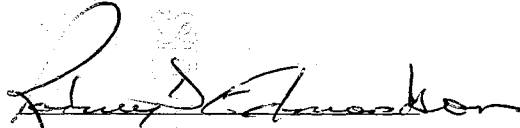
Heather Morgan - Executive Director, Project 17


She appeared before the Board to provide an update on Project 17. She is making a tour of all county commissions in the region and wanted to bring them up to date. She stated that the core group listed is the ones that are making the decisions. Commissioner Hilderbrand stated that his complaint is if they are truly wanting a regional group for economic development then there needs to be local representatives from each county. He stated that the core group doesn't know what we need in Cherokee County. The Board appreciated her being here.

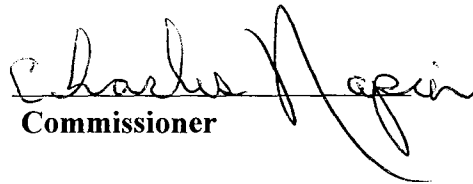
A motion was made by Commissioner Hilderbrand to pass Resolution 01-2015, the Waiver from GAAP for Cherokee County financial statements and reports for 2015. The motion was seconded by Commissioner Collins. The motion carried 3-0.

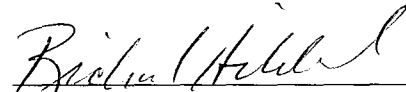
Commissioner Hilderbrand made a motion to adjourn until the next regularly scheduled meeting set for January 12, 2015 at 9:00 AM. The motion was seconded by Commissioner Napier. The motion carried 3-0 with all in attendance voting yes at 11:47 AM.

ATTEST: Resolved and ordered this 12th, day of January, 2015


Cherokee County Clerk


Commissioner


Commissioner


Commissioner

Resolution 01-2015

BE IT RESOLVED BY THE BOARD OF COUNTY COMMISSIONERS OF CHEROKEE COUNTY, KANSAS:

WHEREAS, the Commissioners of Cherokee County, Kansas, has determined that the financial statements and financial reports for the year ending December 31, 2015 to be prepared in conformity with the requirements of K.S.A. 75-1120a(a) are not relevant to the requirements of the cash basis and budget laws of this state and are of no significant value to the Commissioners or the members of the general public of the County of Cherokee and

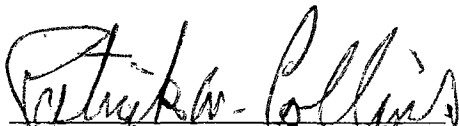
WHEREAS, there are no revenue bond ordinances or other ordinances or resolutions of the municipality which require financial statements and financial reports to be prepared in conformity with K.S.A. 75-1120a(a) for the year ending December 31, 2015.

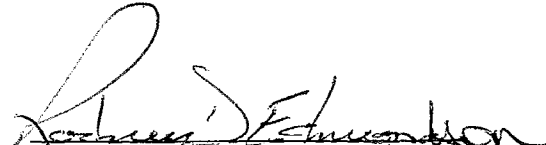
NOW, THEREFORE BE IT RESOLVED, by the Board of County Commissioners of Cherokee County, Kansas, in regular meeting duly assembled the 5th day of January, 2015 that the Commissioners requests the Director of Accounts and Reports to waive the requirements of K.S.A. 75-1120a(a) as they apply to the County of Cherokee for the year ending December 31, 2015.


BE IT FURTHER RESOLVED that the Commissioners shall cause the financial statements and financial reports of the County of Cherokee to be prepared on the basis of cash receipts and disbursements as adjusted to show

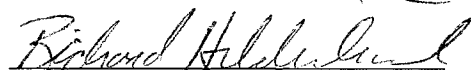
Resolved:

Cherokee County Board of County Commissioners


Chairman


Cherokee County Clerk


Commissioner


Commissioner

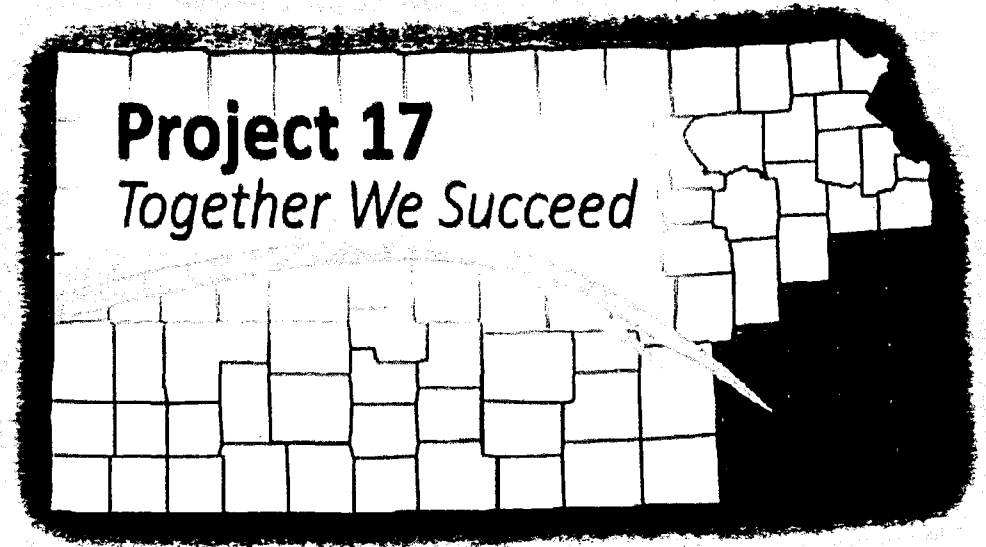
Project 17

Heather Morgan

Executive Director

hmorgan@twspjct17.org

785-323-7001



Together We Succeed

How Project 17 Came About

- Project 17 started after the State Senators from the area approached the Governor about doing something to improve Southeast Kansas. The Governor agreed that something must be done to stem the downward trends.
- Through this conversation between the Senators and Governor a local summit was held in 2011 with over 300 people from the region coming together and through that summit Project 17 was created.
- At the summit community leaders recognized that the region was not performing as well as anyone would hope economically, ranked poorly in health outcomes, and needed to increase the pool of civic leaders.

Issues Identified Through Community Summit

- **Primary Issues**

- Welfare/Poverty Cycle
- Need for Leadership
- Workforce Development
- Localism vs. Regionalism
- Readiness to Work

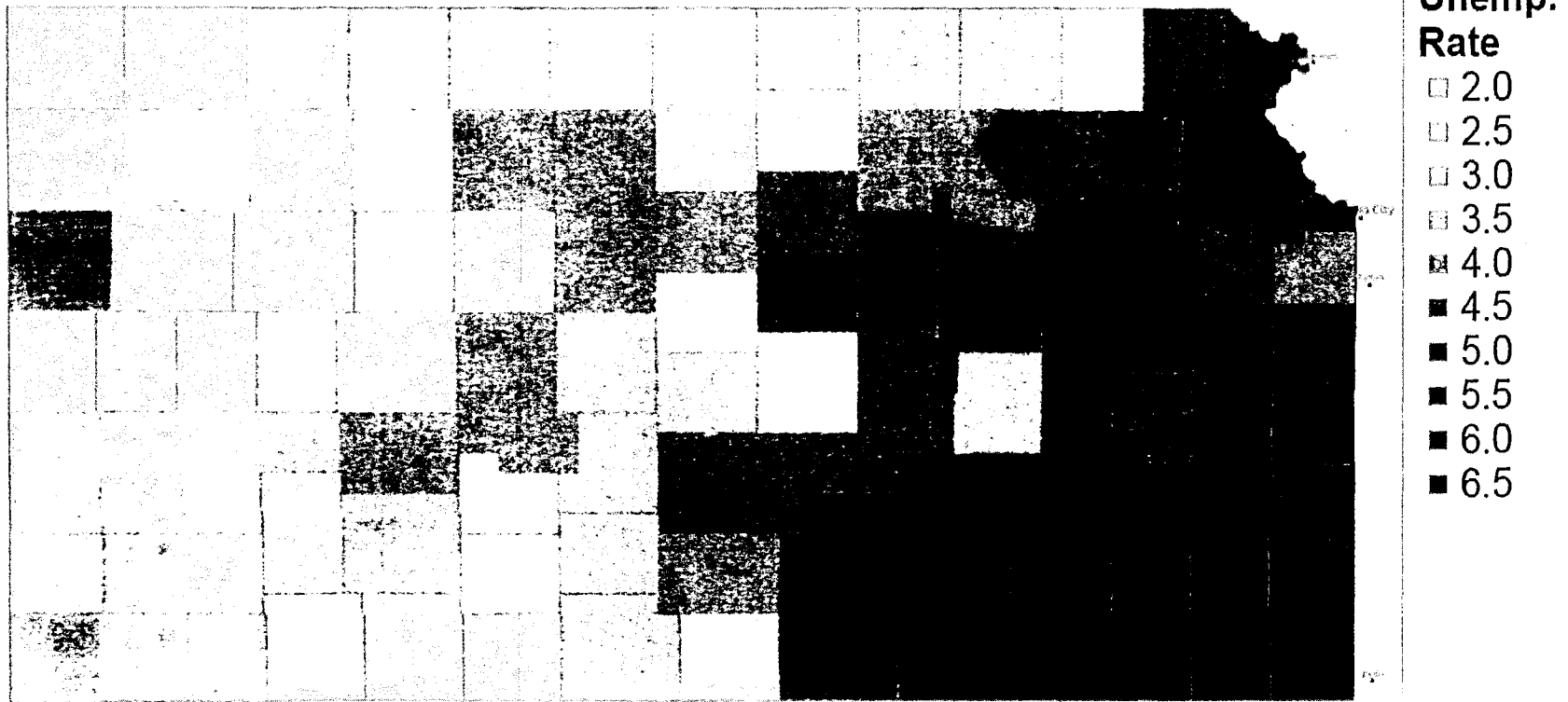
- **Secondary Issues**

- Brain Drain
- Drug Abuse
- Property Taxes
- Quality Housing
- Downtown Pride and Entertainment

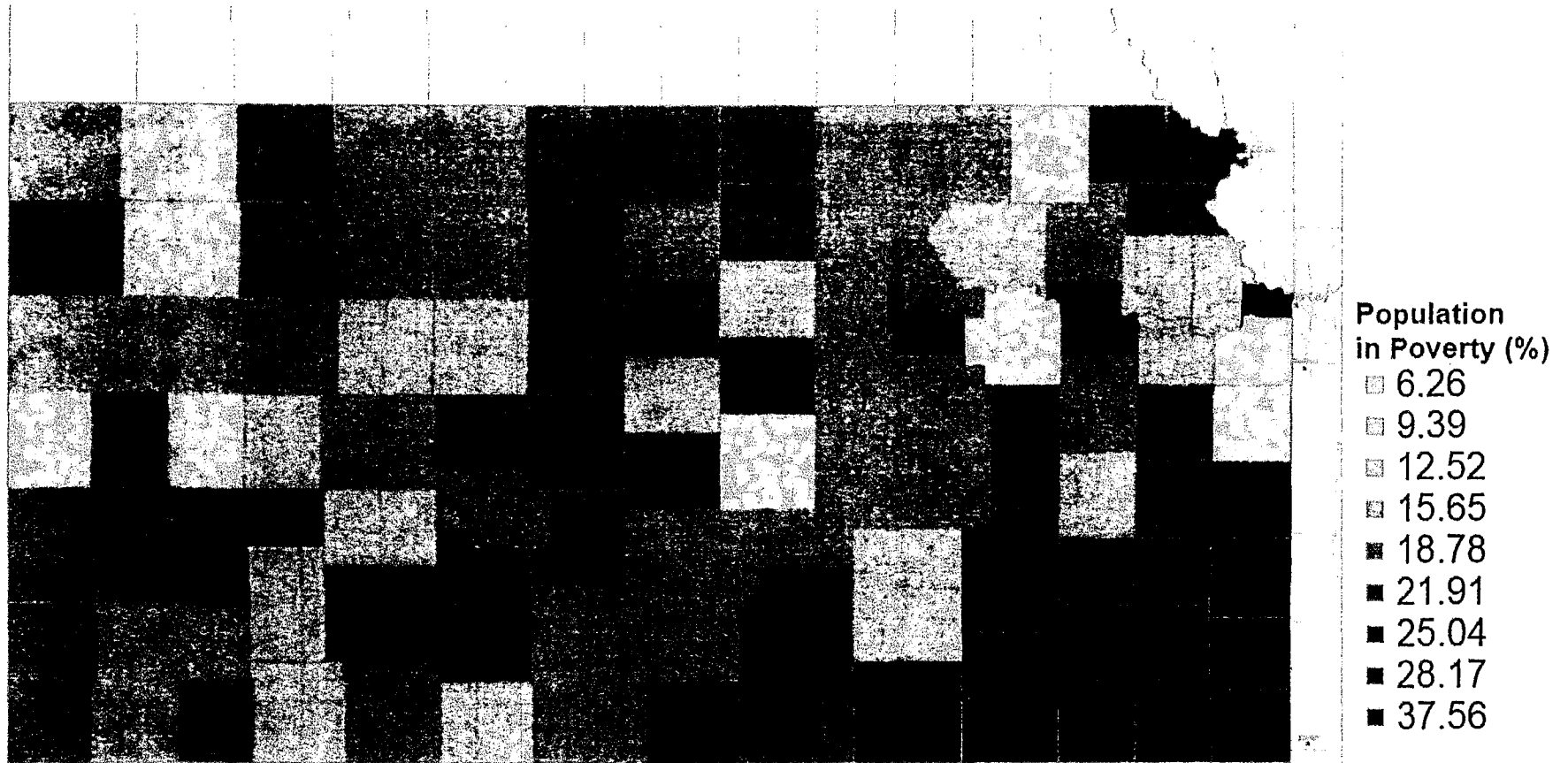
Project 17 Areas of Focus

- Economic Development
 - Education / Workforce
 - Health
 - Leadership
-
- Over 1,000 citizens from the Project 17 region are engaged to address one or more of these areas. Literally hundreds of community, group, team, and individual meetings in the last six months all working to make progress on these issues

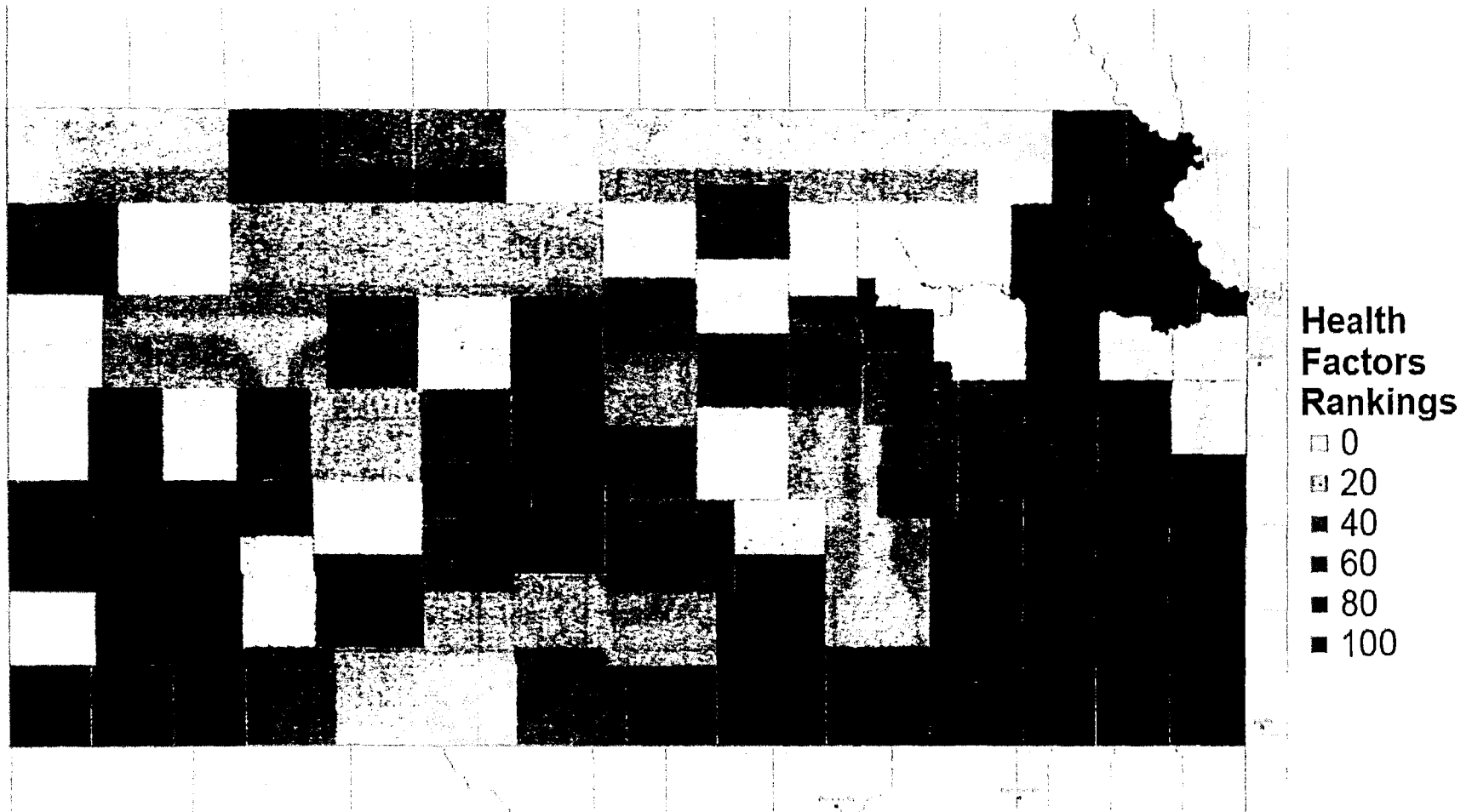
The Data- Unemployment Rates Dec, 2013



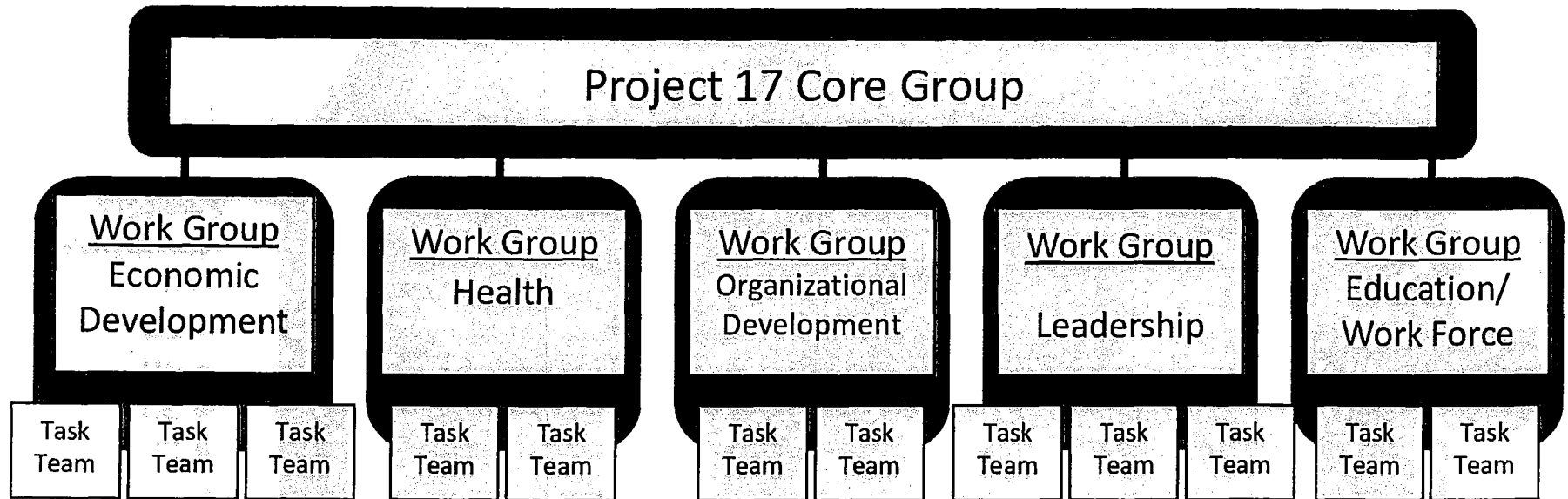
The Data- Poverty Rates 2013



The Data- Health Outcomes 2013



P17 Organizational Structure



Project 17 Core Group

| | |
|---|--|
| Jerry Atkinson- Spears Manufacturing | Manufacturing |
| Carmen Coleman- Economy Manufacturing | Manufacturing |
| Debbie Bearden- Allen County Farm Bureau | Agribuisness |
| Robert Uhler- Southwestern Association | Services (Law, Insurance, Ect) |
| Bruce Fairbank- Labette Bank | Capital Community (Bankers/Investors) |
| David Whetstone- Westar | Utilities/Energy |
| Mary Beth Warren- KU Med Center | Hospitals/Health Care |
| Randy Corns- Eureka Public Schools USD 389 | K-12 Education |
| George Knox- Labette Community College | Higher Education |
| Darron Hall- Pittsburg City Manager | Public Sector (City/County Management) |
| Jim Correll- Independence CC Entrepreneurship Program | Ambassador (At-Large) 1 |
| Kari West- City of Parsons Economic Development/PIO | Ambassador (At-Large) 2 |
| Dick Horton- SEK-Cap | Ambassador (At-Large) 3 |

Work Groups and Task Teams

| | | | | | | | |
|---|---|---|--|--|--|--|---|
| | <p>Generational Poverty (Circles Innovation-10 percent of the region's children out of poverty in 10 years. Workforce program)</p> | | <p>Promote Local Business (Promote the Rural Opportunity Zone Program and assets of the region)</p> | | <p>Improved "Soft Skills" of Workforce (Circles Innovation)</p> | | <p>Youth Leadership (Develop opportunities for youth to develop leadership skills and see the value of living in the region)</p> |
| <p>Substance Abuse Prevention & Intervention (Education and access to affordable treatment)</p> | <p>Increase & Support Entrepreneurship (Ice House Entrepreneurship education and create entrepreneurship networks)</p> | <p>Regional Cooperative Marketing (Pool resources promote the region)</p> | <p>Link Education to Business Needs (Convene education and business to match needs)</p> | <p>Civic Team Leadership Training (Kansas Leadership Center) (Increase leadership capacity across region)</p> | | | |
| <p>Preventative Health (Increase physical activity and healthy food to create healthier communities and workforce)</p> | <p>Improve Broadband (Improve access, speed, and affordability to allow for business expansion and location of high tech businesses)</p> | <p>Increase Innovation (Promote and support innovation in the region including job labs and makers in idset)</p> | <p>Promote STEAM Careers/Education (Promote SBUS credentials and STEAM careers in region)</p> | <p>Connecting Local Leadership Programs (Network leaders across the region for a stronger SEKS)</p> | | | |

Improve Broadband Speeds

- The internet speeds in the region are some of the worst in the state. Many people are still receiving dial-up speeds.
- Businesses are stating they would grow jobs but internet speed is hindering their business growth and factoring into their ability to relocate additional jobs from other states.
- Speed is the main concern. Secondly, if the business is in a place where a provider is willing to do something to help with the speed the cost for service is unaffordable for small businesses.
- If not addressed internet speeds will be a major hindrance to job growth in the region now and for years to come.
- Working with the State Broadband Coordinator at the Department of Commerce and the USDA Rural Development broadband specialist to ensure coordination of efforts.

Broadband- Need for High Speed Internet

- According to State and Federal Broadband Maps 10 of the 17 counties do not have capabilities which are at least 6 MGs upload and download speeds.
- Many in rural areas can't get anything but unreliable satellite internet or data limited air cards.
- In a recent FCC request for comment relating to rural broadband experiments every census tract in the region (except immediately around and in the City of Girard) included high cost or very high cost locations are eligible for funding.
- Over 60 people from across the region attended a meeting in Fort Scott to discuss this problem. See next page for letter of comment on the FCC's solicitation.

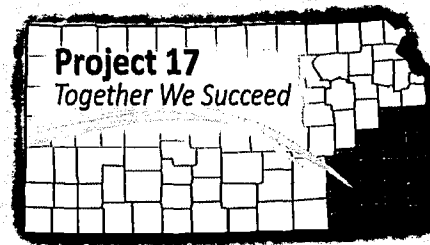
Project 17 Working to Promote E-Commerce

- Less than 17 percent of businesses in the region have active up-to-date websites.
- Few business are conducting E-Commerce
 - Exports and E-Commerce provides a large opportunity for increased sales and production.
- We will be hosting get your business online events to promote connecting with customers via technology.
- We will also be hosting and event promoting the capabilities of Hugo's Industrial Supply and their ability to help companies conduct E-Commerce.

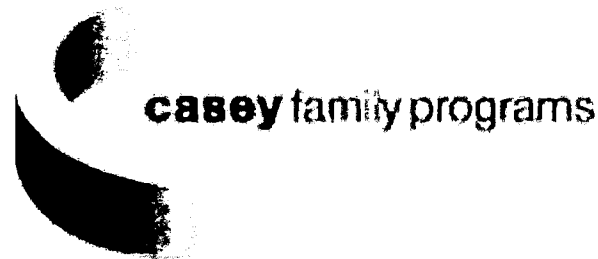
Circles Workforce Initiative to Improve Economic Outcomes

- Circles USA (national program) approached Project 17 to be a Circles Innovation site with the goal of getting 10 percent of the regions children in poverty out of poverty in 10 years. Starting in three communities (Pittsburg, Ottawa, Chanute) with goals of expanding as soon as possible.
- Circles matches an upper or middle class person with someone in poverty to help them build social capital, build employability traits, and develop skills to get out of poverty and off of government assistance. Community responsibility to help people improve their lives. *Will be partnering with the faith community and community at large in these communities.

Circles Collaborators



Strong Families Make a Strong Kansas



Committed to the future of rural communities.

**Faith
Communities**



Entrepreneurship Support/Training

- **Kauffman Foundation Ice House Curriculum**
 - Is a Entrepreneurship curriculum that teaches how to have an entrepreneurial mindset.
 - Teaches to add value to anything you do whether you start a business or work for someone else.
 - Teacher you are in control of your own destiny. Don't like your circumstances do something about it.
- **Entrepreneurship network building is occurring through brown bag get togethers of experienced businesspeople and start up businesses. (Similar to Kauffman Million Cups Program)**
 - Currently happening in Independence. Burlington and Pittsburg have indicated they will be starting similar programs.
- **Encourage a new mindset, support of start-up businesses, support existing businesses.**

Support Innovation, Fab Labs, and Makers Mindset

- ICC has been working with Project 17 on the development of this concept and received private funding and a grant from a foundation to purchase the needed equipment this spring.
- Working with Independence CC to host an innovation summit and to promote the new fabrication lab to the community.
- Ensure the community knows the fab lab can be used for innovation and inexpensive prototyping.
- Work to ensure others interested in fab labs and the makers movement within the region (Independence Community College, Pittsburg State University and Neosho County Community College) work together to create a region known for creativity and innovative thinking.

Project 17 Regional Health Data

| | County Health Ranking (Out of 105 Counties) 2013 | % of House-holds without a Vehicle 2012 | % of People above 25 years with HS Degree or Equivalent | % of People above 25 years with Bachelors Degree or Higher | Median House-hold Income 2012 | % Persons Below Poverty Level 2008-2012 | % of Families below Poverty Level 2012 | % of Pop on TANF or General Cash Assistance 2012 | Unemployment Rate as of Sept. 2014 | Number of Children in Poverty 2013 | Child Removal Rate per 1000 pop from their home FY2013 | Children in Need of Care Intake Calls FY2013 |
|----------------------------|--|---|---|--|-------------------------------|---|--|--|------------------------------------|------------------------------------|--|--|
| Allen | 86 | 4.4 | 88 | 17 | 39,714 | 17.2 | 12.3 | 3.9 | 4.2 | 845 | 5.4 | 359 |
| Anderson | 67 | 10.9 | 88 | 18 | 43,060 | 15.3 | 13.4 | 4.6 | 4.9 | 426 | 8.5 | 146 |
| Bourbon | 89 | 5.5 | 88 | 23 | 38,250 | 17.7 | 11.5 | 2.5 | 3.9 | 1,113 | 12.4 | 539 |
| Chautauqua | 100 | 3.5 | 86 | 18 | 37,039 | 15.3 | 11.8 | 2.6 | 4.8 | 210 | 5.4 | 92 |
| Cherokee | 98 | 5.2 | 86 | 14 | 41,877 | 17.8 | 12.3 | 3.9 | 4.2 | 1,365 | 12.3 | 654 |
| Coffey | 24 | 6.3 | 92 | 20 | 50,106 | 9.9 | 6.1 | 2.5 | 4.6 | 289 | 3.1 | 301 |
| Crawford | 81 | 5.7 | 89 | 26 | 36,927 | 20.4 | 12.3 | 2.4 | 4.7 | 2,275 | 14.3 | 1,022 |
| Elk | 101 | 2.4 | 88 | 18 | 33,239 | 18.2 | 13.1 | 1.9 | 4.1 | 146 | 22.2 | 57 |
| Franklin | 57 | 4 | 91 | 20 | 50,240 | 12.2 | 7.8 | 2.9 | 5.4 | 1,354 | 5.8 | 610 |
| Greenwood | 91 | 5.2 | 91 | 16 | 39,145 | 17.5 | 11.6 | 2.4 | 4.1 | 344 | 17.7 | 174 |
| Labette | 93 | 5.9 | 89 | 19 | 40,117 | 16.6 | 9.8 | 1.7 | 5.6 | 1,520 | 8.4 | 593 |
| Linn | 84 | 4.4 | 89 | 16 | 44,771 | 10.1 | 7.6 | 3.3 | 5.7 | 498 | 1.9 | 187 |
| Miami | 30 | 2.7 | 93 | 24 | 61,272 | 9 | 6.2 | 2.8 | 4.4 | 1,046 | 4.2 | 639 |
| Montgomery | 96 | 9.9 | 87 | 18 | 41,073 | 17.4 | 12.3 | 2.7 | 5.4 | 2,082 | 5.2 | 1,004 |
| Neosho | 94 | 6.5 | 89 | 17 | 40,829 | 17.6 | 14.8 | 2.3 | 5.8 | 1,037 | 7 | 417 |
| Wilson | 85 | 6.3 | 81 | 12 | 40,414 | 15.2 | 8.9 | 1.7 | 6 | 529 | 9.4 | 280 |
| Woodson | 102 | 6.9 | 90 | 17 | 30,852 | 23.2 | 18.6 | 1.8 | 4.6 | 186 | 23 | 102 |
| Region Avg. or Tot. | 81 | 5.6 | 89 | 18 | 41,701 | 15.9 | 11.2 | 2.7 | 5.2 | 15,265 | 8.3 | 7,176 |
| Ks | N/A | 5.3 | 90 | 30 | 51,273 | 13.2 | 8.9 | 2.3 | 4.4 | 133,480 | 5.5 | 65,421 |
| Nation | N/A | 8.8 | 86 | 29 | 51,017 | 14.9 | 11.8 | 2.9 | 5.9 | | 3.4 | |

Data Sources

2012 ACS 5-Year Estimates, Census Bureau; Current Population Survey, BLS; CINC Intake Reports, Kansas DCF

SFY2014 Children Served in Out of Home Placement (OOHP) by County, Report Period 07/01/2013 to 01/31/2014, Kansas DCF

September 2014 Unemployment Rates

| County/Area | Civilian Labor Force | Employment | Unemployment | Unemployment Rate (%) |
|-------------------------------|----------------------|------------------|---------------|-----------------------|
| Wilson | 4,626 | 4,349 | 277 | 6 |
| Neosho | 7,715 | 7,268 | 447 | 5.8 |
| Linn | 4,320 | 4,073 | 247 | 5.7 |
| Labette | 10,656 | 10,055 | 601 | 5.6 |
| Montgomery | 18,290 | 17,294 | 996 | 5.4 |
| Franklin | 12,848 | 12,159 | 689 | 5.4 |
| P17 Total | 58,455 | 55,198 | 543 | 5.2 |
| Anderson | 4,225 | 4,015 | 209 | 4.9 |
| Chautauqua | 1,756 | 1,671 | 85 | 4.8 |
| Crawford | 21,236 | 20,232 | 1,004 | 4.7 |
| Woodson | 1,656 | 1,579 | 77 | 4.6 |
| Coffey | 6,062 | 5,786 | 276 | 4.6 |
| KS Seasonally Adjusted | 1,493,228 | 1,428,213 | 65,015 | 4.4 |
| Miami | 16,329 | 15,610 | 719 | 4.4 |
| Allen | 7,682 | 7,361 | 321 | 4.2 |
| Cherokee | 11,158 | 10,686 | 472 | 4.2 |
| Greenwood | 3,428 | 3,289 | 139 | 4.1 |
| Elk | 1,580 | 1,516 | 64 | 4.1 |
| Bourbon | 8,881 | 8,537 | 344 | 3.9 |

Child Welfare Information

| | County | Child Population | Child Pop as % of State | # Children in Poverty | Children in Poverty as % of State | (+/-) from Expected | SFY2014 thru 1/31/17 Children Served Out of Home | Children Served as % of State | (+/-) from Expected |
|--------------|------------|------------------|-------------------------|-----------------------|-----------------------------------|---------------------|--|-------------------------------|---------------------|
| 1 | Allen | 3,135 | 0.40% | 845 | 0.60% | 0.20% | 63 | 0.80% | 0.50% |
| 2 | Anderson | 1,998 | 0.30% | 426 | 0.30% | 0.00% | 14 | 0.20% | -0.10% |
| 3 | Bourbon | 3,724 | 0.50% | 1,113 | 0.80% | 0.30% | 109 | 1.40% | 0.80% |
| 4 | Chautauqua | 740 | 0.10% | 210 | 0.20% | 0.10% | 6 | 0.10% | 0.00% |
| 5 | Cherokee | 5,210 | 0.70% | 1,365 | 1.00% | 0.30% | 97 | 1.30% | 0.60% |
| 6 | Coffey | 1,929 | 0.30% | 289 | 0.20% | -0.10% | 14 | 0.20% | -0.10% |
| 7 | Crawford | 8,738 | 1.20% | 2,275 | 1.70% | 0.50% | 191 | 2.50% | 1.30% |
| 8 | Elk | 541 | 0.10% | 146 | 0.10% | 0.00% | 15 | 0.20% | 0.10% |
| 9 | Franklin | 6,502 | 0.90% | 1,354 | 1.00% | 0.10% | 89 | 1.20% | 0.20% |
| 10 | Greenwood | 1,413 | 0.20% | 344 | 0.30% | 0.10% | 43 | 0.60% | 0.40% |
| 11 | Labette | 5,108 | 0.70% | 1,520 | 1.10% | 0.40% | 81 | 1.10% | 0.40% |
| 12 | Linn | 2,133 | 0.30% | 498 | 0.40% | 0.10% | 16 | 0.20% | -0.10% |
| 13 | Miami | 8,511 | 1.20% | 1,046 | 0.80% | -0.40% | 82 | 1.10% | -0.10% |
| 14 | Montgomery | 8,132 | 1.10% | 2,082 | 1.60% | 0.50% | 132 | 1.70% | 0.70% |
| 15 | Neosho | 4,009 | 0.60% | 1,037 | 0.80% | 0.20% | 56 | 0.70% | 0.20% |
| 16 | Wilson | 2,130 | 0.30% | 529 | 0.40% | 0.10% | 30 | 0.40% | 0.10% |
| 17 | Woodson | 693 | 0.10% | 186 | 0.10% | 0.00% | 17 | 0.20% | 0.10% |
| Region Total | | 64,646 | 9.00% | 15,265 | 11.40% | 2.40% | 1055 | 13.90% | 5.00% |
| Statewide | | 724,304 | 100.00% | 133,480 | 100.00% | N/A | 7,548 | 100.00% | N/A |

<http://www.dcf.ks.gov/services/PPS/Documents/FY2014DataReports/ServedInDCFCustody/OOHPChildrenServedSFY2014.pdf>

Number of Children Served in Out of Home Placement

| | County | Children Served in OOHP (Avg Per Month) | | | | ((/)) from FY 2011 | % Change |
|--------------|------------|---|---------|---------|------------------|--------------------|----------|
| | | FY 2011 | FY 2012 | FY 2013 | 7/1/13 - 1/31/14 | | |
| 1 | Allen | 63 | 48 | 45 | 63 | 0 | 0.00% |
| 2 | Anderson | 10 | 7 | 12 | 14 | 4 | 40.00% |
| 3 | Bourbon | 55 | 51 | 66 | 109 | 54 | 98.18% |
| 4 | Chautauqua | 9 | 7 | 6 | 6 | -3 | -33.33% |
| 5 | Cherokee | 45 | 47 | 45 | 97 | 52 | 115.56% |
| 6 | Coffey | 11 | 11 | 10 | 14 | 3 | 27.27% |
| 7 | Crawford | 100 | 93 | 136 | 191 | 91 | 91.00% |
| 8 | Elk | 4 | 13 | 12 | 15 | 11 | 275.00% |
| 9 | Franklin | 48 | 51 | 51 | 89 | 41 | 85.42% |
| 10 | Greenwood | 17 | 26 | 29 | 43 | 26 | 152.94% |
| 11 | Labette | 76 | 72 | 63 | 81 | 5 | 6.58% |
| 12 | Linn | 12 | 11 | 9 | 16 | 4 | 33.33% |
| 13 | Miami | 32 | 38 | 47 | 82 | 50 | 156.25% |
| 14 | Montgomery | 77 | 71 | 77 | 132 | 55 | 71.43% |
| 15 | Neosho | 34 | 43 | 44 | 56 | 22 | 64.71% |
| 16 | Wilson | 5 | 5 | 14 | 30 | 25 | 500.00% |
| 17 | Woodson | 6 | 7 | 11 | 17 | 11 | 183.33% |
| Region Total | | 604 | 601 | 677 | 1055 | 451 | 74.67% |
| Statewide | | 5,214 | 5,182 | 5,572 | 7,548 | 2334 | 11.22% |

<http://www.dcf.ks.gov/services/PPS/Documents/FY2014DataReports/FACTSRemovalsDischargesOOHSFY14.pdf>

FY 2012 Public Assistance Numbers

| Major Services | Caseload/Unit | Project 17 Region | | | Kansas | | |
|----------------------------|--------------------------|-------------------|-----------|---------------------|---------------------|-----------------------|----------------------|
| | | Avg. # | % of Pop. | Annual \$ | Avg. # | % of Pop. | Annual \$ |
| TANF Cash Assistance | Avg. monthly persons/\$ | 3,725 | 1.38% | 4,734,011 | 31,730 | 1.10% | 42,114,608 |
| TANF Employment Services | Avg. monthly adults/\$ | 1,697 | 0.63% | 947,308 | 11,088 | 0.38% | 8,710,388 |
| Child Care Assistance | Avg. monthly children/\$ | 1,543 | 0.57% | 4,551,806 | 17,682 | 0.61% | 64,611,126 |
| Food Assistance(SNAP) | Avg. monthly persons/\$ | 38,989 | 14.42% | 55,342,918 | 303,257 | 10.51% | 454,499,052 |
| Energy Assistance | Persons/\$ | 19,612 | 7.25% | 3,404,628 | 129,903 | 4.50% | 21,140,854 |
| Vocational Rehab. Services | Avg. monthly persons/\$ | 1,078 | 0.40% | 2,430,429 | 9,988 | 0.35% | 19,561,221 |
| Family Preservation | Persons/\$ | 262 | 0.10% | 1,089,974 | 2,609 | 0.09% | 10,073,867 |
| Reintegration/Foster Care | Avg. monthly children/\$ | 576 | 0.21% | 15,482,908 | 5,015 | 0.17% | 135,153,724 |
| Adoption Support | Avg. monthly children/\$ | 733 | 0.27% | 3,109,882 | 7,808 | 0.27% | 33,048,452 |
| | TOTAL | | | \$91,093,865 | 12% of Total | 9.4% of KS Pop | \$788,913,292 |

<http://www.dcf.ks.gov/Agency/Pages/CountyPackets/2013-County-Packets-Excel.aspx>

School Data

| School | # Students Economically Disadvantaged 2012-2013 | Total Students 2012-2013 | % Econ Disadv. 2012-2013 | 5-Yr Adjusted Graduation Rate 2012 | ACT Score 2013 |
|----------------------------------|---|--------------------------|--------------------------|------------------------------------|----------------|
| Elk Valley - USD 283 | 136 | 177 | 76.84% | 92.30% | 20.3 |
| Hamilton - USD 390 | 66 | 88 | 75.00% | 100.00% | 16.3 |
| Galena - USD 499 | 605 | 826 | 73.24% | 81.40% | 19.9 |
| Coffeyville - USD 445 | 1377 | 1891 | 72.82% | 80.30% | 18.8 |
| Cedar Vale - USD 285 | 125 | 175 | 71.43% | 81.30% | 19.6 |
| Northeast - USD 246 (Arma) | 354 | 497 | 71.23% | 83.00% | 19.1 |
| Parsons - USD 503 | 891 | 1251 | 71.22% | 89.70% | 21.7 |
| Osawatomie - USD 367 | 827 | 1166 | 70.93% | 90.20% | 20.9 |
| Central Heights - USD 288 | 392 | 563 | 69.63% | 87.20% | 19.9 |
| Altoona-Midway - USD 387 | 149 | 215 | 69.30% | 100.00% | 20 |
| Pleasanton - USD 344 | 248 | 359 | 69.08% | 95.00% | 18 |
| St. Paul- USD 505 | 52 | 89 | 67.42% | 94.70% | 19.8 |
| Uniontown - USD 235 | 303 | 457 | 66.30% | 94.00% | 21.3 |
| Eureka - USD 389 | 441 | 682 | 64.66% | 93.90% | 21.2 |
| Pittsburg - USD 250 | 1881 | 2939 | 64.00% | 80.70% | 20.9 |
| Marmaton Valley - USD 256 | 194 | 306 | 63.40% | 97.10% | 20.3 |
| Iola - USD 257 | 827 | 1305 | 63.37% | 87.90% | 21.4 |
| Baxter Springs - USD 508 | 662 | 1047 | 63.23% | 88.20% | 20.6 |
| Erie-Galesburg - USD 101 | 350 | 554 | 63.18% | 90.00% | 19.6 |
| Neodesha - USD 461 | 458 | 725 | 63.17% | 94.50% | 20.4 |
| Woodson - USD 366 (Yates Center) | 299 | 476 | 62.82% | 96.30% | 21.4 |
| Chanute Public Schools - USD 413 | 1158 | 1845 | 62.76% | 92.00% | 21.2 |
| Fort Scott - USD 234 | 1194 | 1910 | 62.51% | 81.30% | 22.3 |
| Cherokee - USD 247 | 428 | 693 | 61.76% | 91.70% | 19.4 |
| Cherryvale - USD 447 | 581 | 983 | 59.10% | 59.50% | 21 |
| Chetopa-St. Paul - USD 505 | 52 | 89 | 58.43% | 87.80% | 19.8 |
| Fredonia - USD 484 | 425 | 733 | 57.98% | 79.70% | 21.4 |

School Data (cont.)

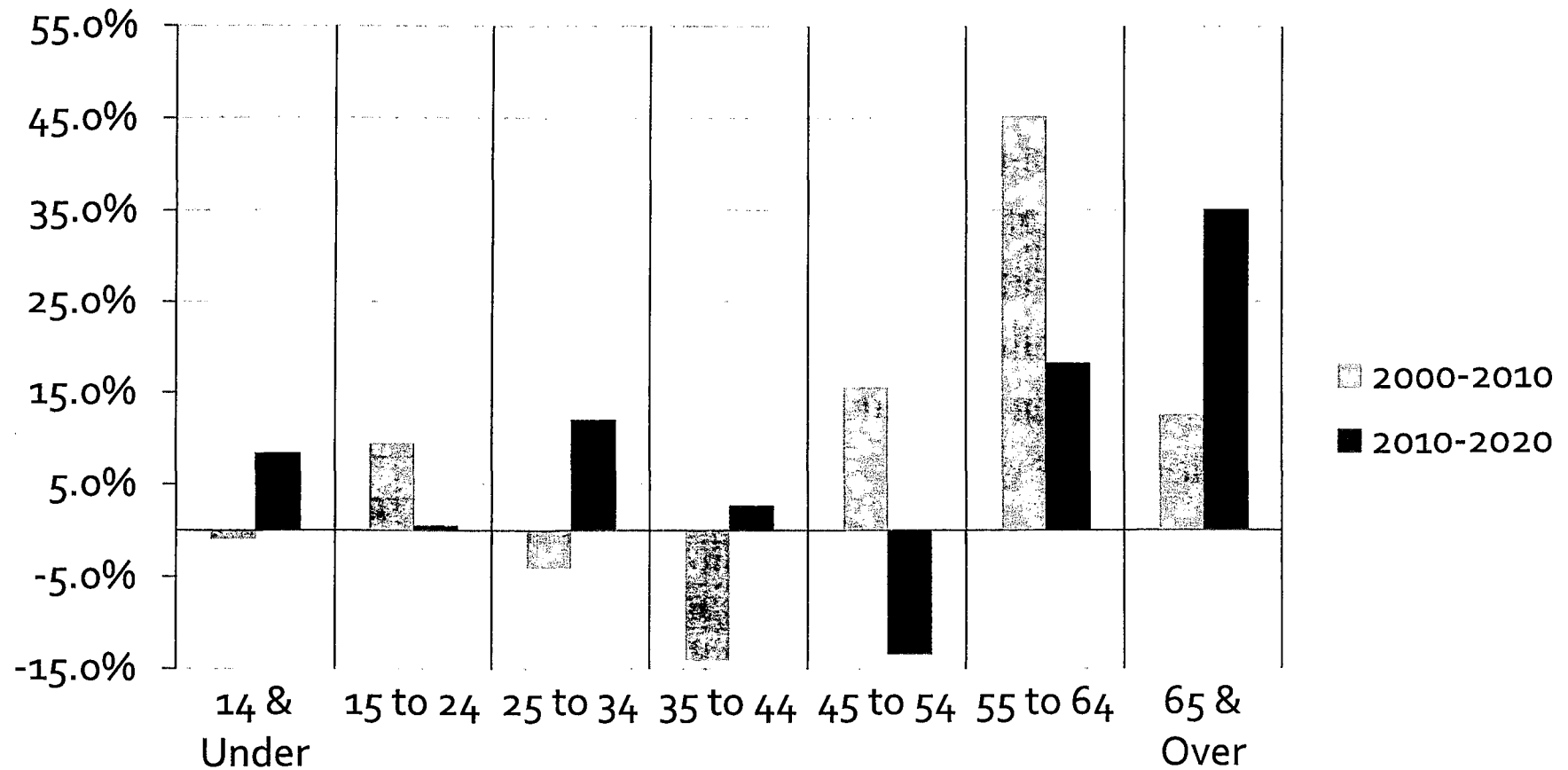
| School (cont.) | # Students Economically Disadvantaged 2012-2013 | Total Students 2012-2013 | % Econ Disadv. 2012-2013 | 5-Yr Adjusted Graduation Rate 2012 | AGT Score 2013 |
|---|---|--------------------------|--------------------------|------------------------------------|----------------|
| Independence - USD 446 | 1280 | 2210 | 57.92% | 89.50% | 21.2 |
| Columbus - USD 493 | 614 | 1065 | 57.65% | 90.60% | 20 |
| Chautauqua Co Community - USD 286 (Sedan) | 198 | 344 | 57.56% | 100.00% | 21.8 |
| Labette County - USD 506 | 928 | 1618 | 57.35% | 89.50% | 21.4 |
| Jayhawk - USD 346 | 313 | 554 | 56.50% | 91.50% | 21.2 |
| Humboldt - USD 258 | 341 | 607 | 56.18% | 97.40% | 20.4 |
| LeRoy-Gridley - USD 245 | 126 | 225 | 56.00% | 95.20% | 21.3 |
| West Elk - USD 282 | 173 | 313 | 55.27% | 96.30% | 19.3 |
| Oswego - USD 504 | 262 | 477 | 54.93% | 91.40% | 21.6 |
| Riverton - USD 404 | 425 | 787 | 54.00% | 88.10% | 21 |
| West Franklin - USD 287 | 338 | 627 | 53.91% | 82.00% | 22.1 |
| Prairie View - USD 362 | 505 | 951 | 53.10% | 86.70% | 20.8 |
| Garnett - USD 365 | 571 | 1090 | 52.39% | 96.90% | 20.7 |
| Ottawa - USD 290 | 1303 | 2511 | 51.89% | 72.90% | 21.7 |
| Caney Valley - USD 436 | 419 | 821 | 51.04% | 81.70% | 20.1 |
| Crest - USD 479 | 109 | 215 | 50.70% | 96.20% | 20.6 |
| Girard - USD 248 | 531 | 1063 | 49.95% | 91.90% | 21.8 |
| Madison-Virgil - USD 386 | 116 | 238 | 48.74% | 85.70% | 19.6 |
| Waverly- USD 243 | 59 | 122 | 48.36% | 79.10% | 21.8 |
| Frontenac- USD 249 | 409 | 916 | 44.65% | 100.00% | 20.7 |
| Burlington - USD 244 | 336 | 841 | 39.95% | 88.10% | 22.4 |
| Paola - USD 368 | 783 | 1976 | 39.63% | 91.20% | 22.6 |
| Lebo- USD 243 | 53 | 134 | 39.55% | 79.10% | 21.3 |
| Wellsville - USD 289 | 257 | 818 | 31.42% | 92.60% | 21 |
| Louisburg - USD 416 | 422 | 1776 | 23.76% | 87.70% | 23 |
| Project 17 Region Avg. | 487 | 853 | 57.16% | 89.06% | 20.7 |
| Statewide Avg. | 239382 | 480149 | 49.86% | 84.40% | 21.8 |

Population Trends

- The Project 17 Regions Population is 271,697. The population has declined (.9%) in Last 5 years. All but Franklin, Miami, Crawford, and Neosho continue to decline, while these four counties population remains stable over the last five years.
- The region accounts for 9.3% of the Kansas population. The population of Kansas has grown 3.7% over the last 5 years.

| County | Year of Highest Population | Percent Decrease till 2010 |
|------------|----------------------------|----------------------------|
| Allen | 1910 | (52%) |
| Anderson | 1890 | (43%) |
| Bourbon | 1890 | (47%) |
| Chautauqua | 1890 | (70%) |
| Cherokee | 1900 | (49%) |
| Coffey | 1900 | (48%) |
| Crawford | 1920 | (37%) |
| Elk | 1890 | (76%) |
| Greenwood | 1930 | (65%) |
| Franklin | 2010 | n/a |
| Labette | 1920 | (37%) |
| Linn | 1890 | (44%) |
| Montgomery | 1930 | (31%) |
| Miami | 2010 | n/a |
| Neosho | 1920 | (31%) |
| Wilson | 1920 | (56%) |
| Woodson | 1900 | (67%) |

Project Change in the US Population by Age Group



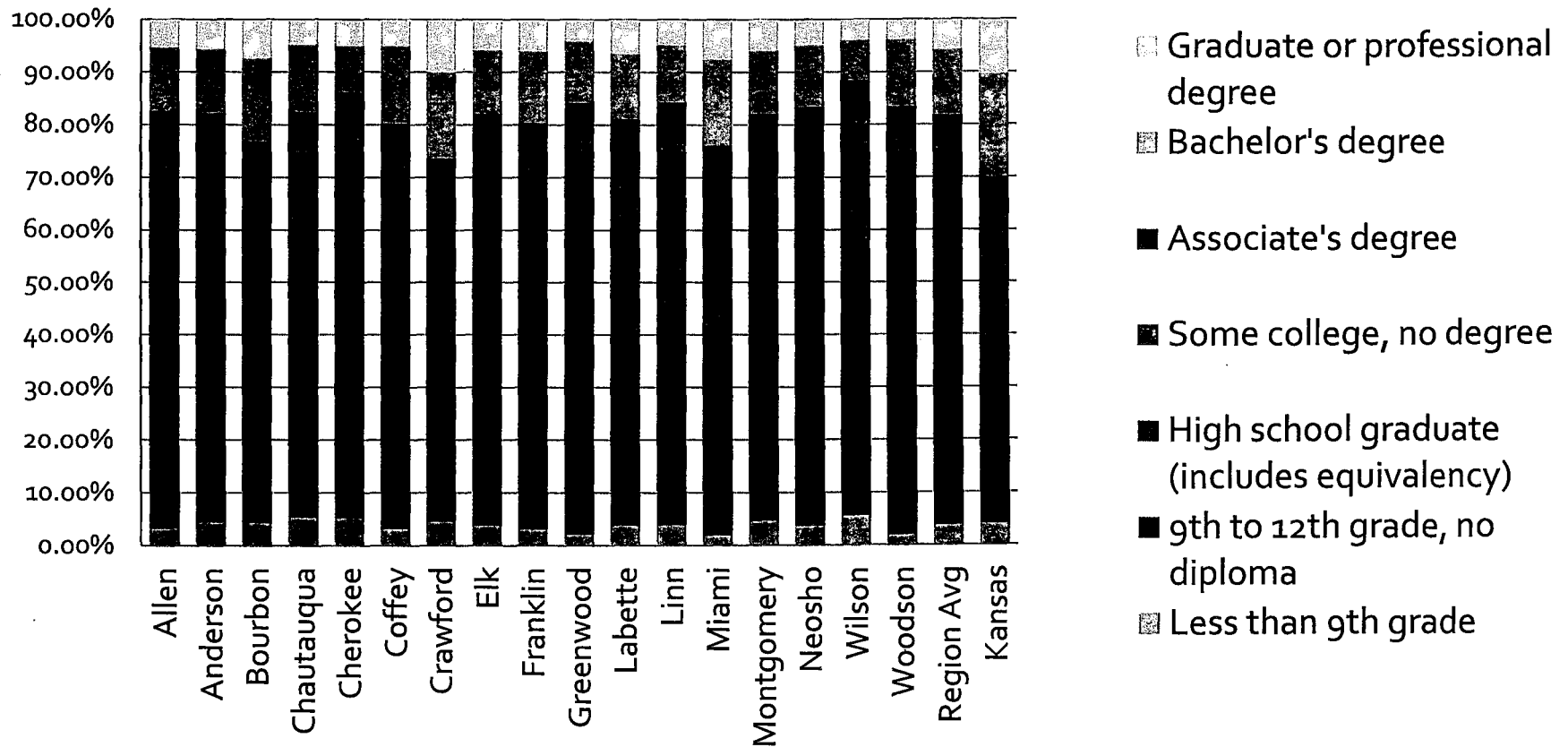
Education Level of People Age 25 and Above 2012

| | Region | State |
|---|--------|-------|
| Less than 9th grade | 3.84% | 4.1% |
| 9th to 12th grade, no diploma | 7.49% | 6.2% |
| High school graduate (includes equivalency) | 35.87% | 27.8% |
| Some college, no degree | 25.35% | 24.4% |
| Associate's degree | 9.22% | 7.5% |
| Bachelor's degree | 12.56% | 19.6% |
| Graduate or professional degree | 5.68% | 10.4% |
| Population above 25 Years | 100% | 100% |

Source: U.S. Census Bureau, 2008-2012 American Community Survey

Education Attainment 2012

Education Attainment By Population 25 Years and over



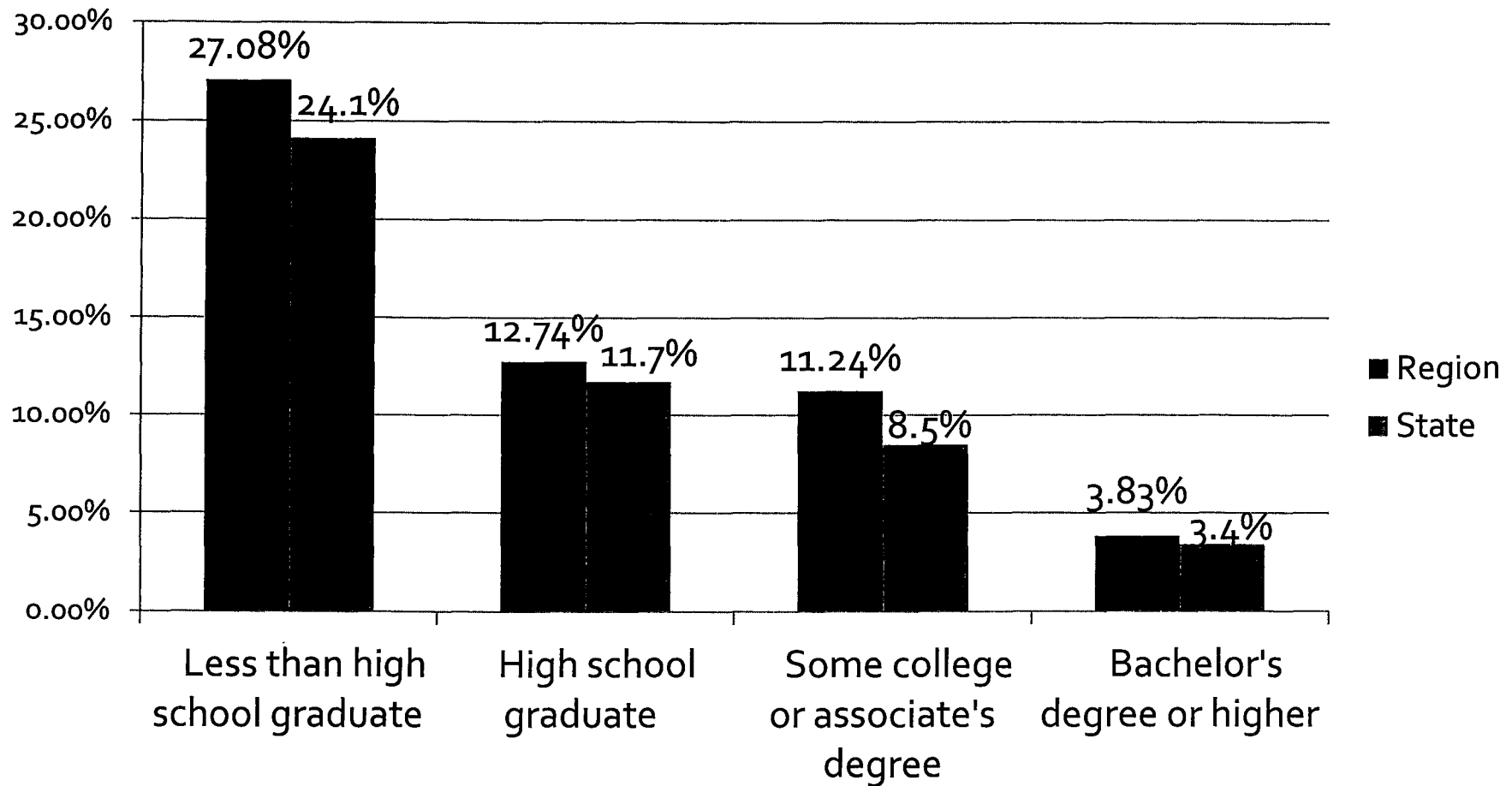
Source: U.S. Census Bureau, 2008-2012 American Community Survey

Median Average Earnings in Region

| Population 25 years and over in the Past 12 months (IN 2012 INFLATION-ADJUSTED DOLLARS) | |
|--|----------|
| Less than high school graduate | \$19,496 |
| High school graduate (includes equivalency) | \$24,314 |
| Some college or associate's degree | \$28,510 |
| Bachelor's degree | \$38,919 |
| Graduate or professional degree | \$49,132 |

Source: U.S. Census Bureau, 2008-2012 American Community Survey

Poverty Rate by Educational Attainment for Population above 25 years



Source: U.S. Census Bureau, 2008-2012 American Community Survey

A ManpowerGroup Study Shows

- Talent shortages are affecting more than 1 in 3 businesses globally
- 1 in 5 employers say the shortage is having a high impact on the ability to meet client needs
- The 10 greatest needs in the US in 2013 were:
 - Technicians
 - Sales Representatives
 - Engineers
 - Skilled Trade Workers
 - Production Operators
 - Laborers
 - Management Executives
 - Accounting and Finance Staff
 - Secretaries and Support Staff
 - Drivers

High Wage Growing Industries

| Industry | 2010 Jobs | 2020 Jobs | % Change |
|---|-----------|-----------|----------|
| Other Heavy and Civil Engineering Construction | 83 | 308 | 271% |
| Administrative Management and General Management Consulting Services | 45 | 140 | 211% |
| Wholesale Trade Agents and Brokers | 159 | 490 | 208% |
| Computer Systems Design Services | 51 | 147 | 188% |
| Petroleum Bulk Stations and Terminals | 39 | 110 | 182% |
| Offices of Physical, Occupational and Speech Therapists, and Audiologists | 208 | 515 | 148% |
| Power and Communication Line and Related Structures Construction | 177 | 416 | 135% |
| General Freight Trucking, Long-Distance, Less Than Truckload | 192 | 301 | 57% |
| Machine Shops | 183 | 282 | 54% |
| Securities Brokerage | 103 | 145 | 41% |
| Crude Petroleum and Natural Gas Extraction | 453 | 627 | 38% |
| Industrial Machinery and Equipment Merchant Wholesalers | 151 | 202 | 34% |
| Commercial and Institutional Building Construction | 441 | 588 | 33% |
| Couriers and Express Delivery Services | 227 | 293 | 29% |
| Offices of Physicians (except Mental Health Specialists) | 923 | 1,151 | 25% |
| Commercial and Industrial Machinery and Equipment (except Automotive and Electronic) Repair and Maintenance | 159 | 190 | 19% |
| Support Activities for Oil and Gas Operations | 484 | 571 | 18% |
| Corporate, Subsidiary, and Regional Managing Offices | 457 | 536 | 17% |
| Fabricated Structural Metal Manufacturing | 387 | 449 | 16% |
| General Freight Trucking, Long-Distance, Truckload | 506 | 523 | 3% |
| Electrical Contractors and Other Wiring Installation Contractors | 317 | 325 | 3% |

High Wage Growing Occupations

| Industry | 2013 Region Earnings | 2013 State Earnings |
|--|----------------------|---------------------|
| Other Heavy and Civil Engineering Construction | \$82,827 | \$74,169 |
| Administrative and General Management Consulting Services | \$78,755 | \$76,087 |
| Wholesale Trade Agents and Brokers | \$62,752 | \$98,498 |
| Computer Systems Design Services | \$94,664 | \$104,353 |
| Petroleum Bulk Stations and Terminals | \$55,961 | \$55,849 |
| Physical, Occupational and Speech Therapists, and Audiologists | \$61,499 | \$47,211 |
| Power and Communication Line and Related Structures Construction | \$68,433 | \$72,929 |
| General Freight Trucking, Long-Distance, Less Than Truckload | \$72,483 | \$67,916 |
| Machine Shops | \$51,388 | \$55,175 |
| Securities Brokerage | \$88,533 | \$126,021 |
| Crude Petroleum and Natural Gas Extraction | \$53,331 | \$78,732 |
| Industrial Machinery and Equipment Merchant Wholesalers | \$51,863 | \$66,554 |
| Commercial and Institutional Building Construction | \$55,576 | \$65,033 |
| Couriers and Express Delivery Services | \$53,428 | \$52,263 |
| Offices of Physicians (except Mental Health Specialists) | \$60,869 | \$97,074 |
| Commercial & Industrial Machinery & Equipment (except Automotive & Electronic Repair & Maintain) | \$53,676 | \$50,425 |
| Support Activities for Oil and Gas Operations | \$55,053 | \$61,576 |
| Corporate, Subsidiary, and Regional Managing Offices | \$66,224 | \$111,354 |
| Fabricated Structural Metal Manufacturing | \$51,394 | \$55,894 |
| General Freight Trucking, Long-Distance, Truckload | \$51,813 | \$53,667 |
| Electrical Contractors and Other Wiring Installation Contractors | \$56,968 | \$62,586 |

Total Jobs in Region

| Industry | 2013 Jobs |
|--|---------------|
| Agriculture, Forestry, Fishing and Hunting | 537 |
| Mining, Quarrying, and Oil and Gas Extraction | 1,611 |
| Utilities | 1,773 |
| Construction | 3,609 |
| Manufacturing | 15,639 |
| Wholesale Trade | 3,199 |
| Retail Trade | 10,491 |
| Transportation and Warehousing | 4,747 |
| Information | 1,043 |
| Finance and Insurance | 2,516 |
| Real Estate and Rental and Leasing | 582 |
| Professional, Scientific, and Technical Services | 1,915 |
| Management of Companies and Enterprises | 524 |
| Administrative and Support and Waste Management and Remediation Services | 3,272 |
| Educational Services (Private) | 451 |
| Health Care and Social Assistance | 13,945 |
| Arts, Entertainment, and Recreation | 416 |
| Accommodation and Food Services | 7,323 |
| Other Services (except Public Administration) | 1,742 |
| Government | 24,018 |
| Unclassified Industry | 0 |
| Total Jobs (2013) | 99,353 |

| Description- Regional Job Openings | Annual Openings (2013) | Median Hourly Earnings (2013) |
|---|---------------------------|----------------------------------|
| General and Operations Managers | 26 | \$37.54 |
| Electrical Power-Line Installers and Repairers | 27 | \$27.90 |
| Loan Officers | 16 | \$25.78 |
| Accountants and Auditors | 27 | \$25.54 |
| Registered Nurses | 62 | \$23.79 |
| Postsecondary Teachers | 27 | \$23.77 |
| First-Line Supervisors Construction Trades and Extraction Workers | 21 | \$23.39 |
| First-Line Supervisors Mechanics, Installers, and Repairers | 16 | \$23.36 |
| Sales Representatives, Wholesale and Manufacturing | 28 | \$22.08 |
| First-Line Supervisors of Production and Operating Workers | 17 | \$21.76 |
| Electricians | 30 | \$21.04 |
| Middle School Teachers, Except Special & Career/Technical Ed. | 15 | \$21.03 |
| Secondary School Teachers, Except Special&Career/Technical Ed. | 33 | \$20.88 |
| Elementary School Teachers, Except Special Education | 40 | \$20.61 |
| First-Line Supervisors of Office and Administrative Support Workers | 32 | \$18.89 |
| Industrial Machinery Mechanics | 21 | \$18.41 |
| Police and Sheriff's Patrol Officers | 17 | \$17.80 |
| Carpenters | 22 | \$17.10 |
| Licensed Practical and Licensed Vocational Nurses | 27 | \$16.25 |
| Heavy and Tractor-Trailer Truck Drivers | 54 | \$15.89 |
| Insurance Sales Agents | 18 | \$15.68 |
| Automotive Service Technicians and Mechanics | 15 | \$15.56 |
| Inspectors, Testers, Sorters, Samplers, and Weighers | 17 | \$15.54 |
| Extruding & Drawing Machine Setters, Operators Metal and Plastic | 16 | \$15.44 |
| Welders, Cutters, Solderers, and Brazers | 37 | \$15.29 |
| Operating Engineers and Other Construction Equipment Operators | 28 | \$15.15 |
| TOTAL Job Openings Paying Greater than \$14 Hr. | 759 | |
| All other openings | 1,677 | \$14.00 and lower |
| 2013 Grand Total Job Openings | 2,436 | |

Source: EMSI 2013.4

JOIN THE
RURAL REVOLUTION

LoveSmallTownAmerica
Discover What's Waiting For You

LoveSmallTownAmerica.com



PUTTING SMALL TOWNS BACK ON THE MAP

There is no roadmap that shows a path to your dreams, but we're all looking for a way to a better life. As a little girl growing up on a farm south of Grainfield, Kansas, I dreamed of art. Vast open skies were filled with stars and inspiration. I followed these stars to college, where I turned my love for art into a graphic design degree, and then to jobs in big cities before I finally launched my own business and began dreaming a new dream, that of a better life for my family. I wanted my children to have the things I did; safe neighborhoods, friendly neighbors, locally owned businesses, fresh air. In my hometown of Grainfield, I found the good life I was looking for, and started thinking about all the people who were looking for the same thing but struggled to find it.

Across the country, great small-town businesses miss opportunities to draw in customers and towns with desirable real estate and jobs fail to attract attention. This is how Love Small Town America was born. Love Small Town America provides small town communities, businesses, organizations, and others with custom webpages that are both cost-efficient and highly effective and feed directly into a nationwide network that runs an engine of support that will fuel small town growth and survival for the future.



Join me as we put small towns back on the map and inspire Americans to find what they've been looking for.

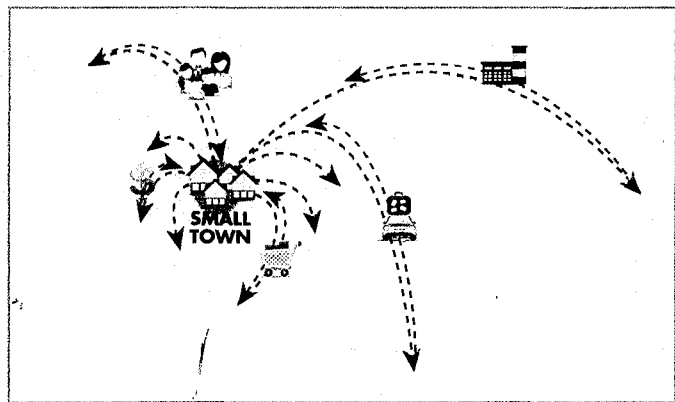
Nicole

WITH LOVE SMALL TOWN AMERICA, YOU GET MORE

A Community Website



The Love Small Town America Network



While a traditional website is a one-way street with a limited audience, Love Small Town America community pages reach people from all over the world looking for small towns and are part of a two-way conduit networking people, businesses, and communities. Love Small Town America is the only website of its kind that offers comprehensive listings of small towns and their assets and is building a network that will fuel the growth and survival of participating towns. By joining Love Small Town America, you are not only getting a professional website at an affordable cost, you are tapping in to a dynamic nationwide network. You're tapping in to a brighter tomorrow.

So what are you waiting for? Join the rural revolution today!

Love Small Town America, Inc.

PO Box 125 Grainfield, KS 67737

LoveSmallTownAmerica.com

YOUR BUSINESS CAN'T AFFORD NOT TO BE ONLINE

BUT, YOU NEED MORE THAN A WEBPAGE.
YOU NEED A NETWORK.

At Love Small Town America, we've dedicated ourselves to helping small towns not only survive, but thrive and businesses are the heart of small town America. These days, businesses that aren't online are being left behind.

You need a webpage that is professional, up-to-date, and reflects what is special about your business. Building a webpage can be difficult, time-consuming, and expensive. Then, you still have to advertise and hope that you're reaching the right people. This is where Love Small Town America can help. When you buy a webpage from Love Small Town America, you receive a professional web presence that is the "front door" for your business online and links directly into your community's web presence and our network. We take care of everything – designing, building, maintaining, and promoting your site. You don't have to worry about a thing.

Love Small Town America's nationwide network showcases small towns and their local businesses, schools, real estate, community news, and more to a vibrant audience of people looking to shop, live, or work in small towns. With Love Small Town America, you get a professional website with the ability to reach a large, targeted audience.

AMERICA IS ONLINE. IS YOUR BUSINESS?

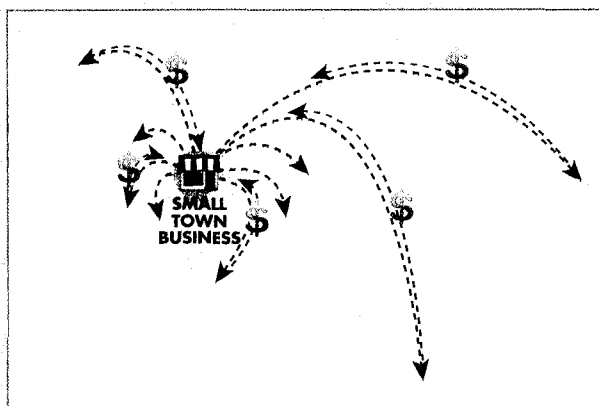
- In 2011, approximately 270 million people in North America alone use the internet regularly
- 55% of Americans use the internet every day
- In 2008, Americans spent \$141,890,000,000 shopping online
- 73% of Americans use the internet to find restaurants, hotels, shopping, attractions, and more
- Potential customers and future employees judge your business based on its website

How many of these millions of people shopping, surfing, and searching the internet have a clue about your business?

A Business Website



The Love Small Town America Network

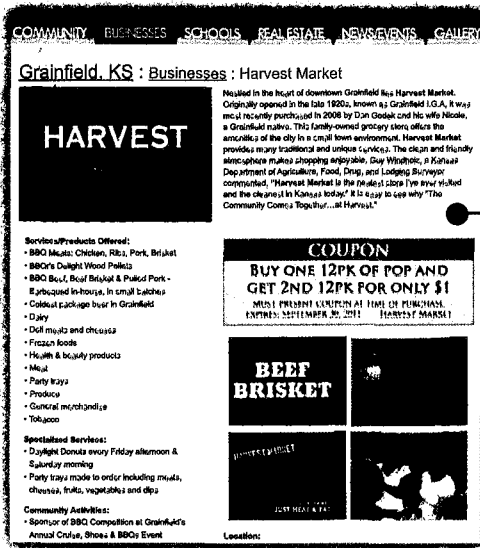


While a traditional website is a one-way street with a limited audience, Love Small Town America pages reach people from all over the world looking for small towns and are part of a two-way conduit networking people, businesses, and communities.

GETTING YOUR BUSINESS ONLINE IS EASY AND EFFECTIVE WITH LOVE SMALL TOWN AMERICA

No one understands the unique challenges – and opportunities – of running a business in a small town better than we do. Love Small Town America brings all the pieces together by building, maintaining, updating, promoting, and networking your website for you so that you can focus on what you do best – running your business.

A webpage package from Love Small Town America includes:



- All webpage setup, design, and content-writing
- Web-hosting and other maintenance, including a Love Small Town America domain name
- Inclusion in advertising and promotional campaigns
- Search-engine listings
- Job-listings
- Inclusion in the Love Small Town America directory
- Other value-added services such as press releases, e-newsletters, and more to help you promote your business

WOULD YOU LIKE TO:

- Increase your sales?
- Connect with your customers?
- Advertise special promotions and products?
- Develop new markets for your goods and services?

DO YOU HAVE A DIFFICULT TIME FINDING QUALIFIED EMPLOYEES?

DO YOU FIND ADVERTISING TO BE CONFUSING AND EXPENSIVE?

LOVE SMALL TOWN AMERICA CAN HELP

At Love Small Town America, we believe small towns are great and we can make small town living attainable and sustainable by working together to share what small towns and their businesses have to offer. Share your small town business with the world and reap the benefits.

WEBSITE PACKAGES

Communities (small towns and/or counties) enroll in Love Small Town America on behalf of their community. Underneath the community umbrella, each business purchases their own webpage package. Love Small Town America will update your webpage weekly, monthly, or annually.

| | |
|---------------------------------|--------------|
| Package A: Once a week updates | \$475 / year |
| Package B: Once a month updates | \$325 / year |
| Package C: Once a year updates | \$225 / year |

GET STARTED

To start building your Love Small Town America webpage, contact us here. We'll guide you through the steps to join the network.

Sales@LoveSmallTownAmerica.com
 LoveSmallTownAmerica.com
 PO Box 125 • Grainfield, KS 67737

We can't wait to welcome you to the network and start making the dream of small town America a reality together. Join us online – kick up your feet, share what makes your business special, and meet the people who are showing the world why we love small town America.

facebook.com/lovesmalltownamerica
 twitter.com/lovesmalltown
 www.LoveSmallTownAmerica.com

SmallTown
 Discover What's Waiting For You



WHAT WOULD YOU DO WITH AN EXTRA
IN YOUR BUDGET

\$1,000

Earn

Sell

+

*

You chose to develop a web presence on Love Small Town America because we are professional, affordable, and the best choice to promote small towns on the web. We do this by growing a **dynamic nationwide network** that will fuel the growth and survival of participating towns. The more small towns, businesses, organizations, and school districts we bring into our network, the more we all will thrive.

We can grow the network better if we grow it together.

For every listing you sign-on to Love Small Town America, you will earn a 20% commission. With each business, organization, real-estate listing, or school district you bring to Love Small Town America, you earn cash. Even better, you develop your Love Small Town America website into the ultimate destination for everything about your community. Now that is worth sharing.

“ We are very excited about participating in the Shared Success Program. It helped with getting businesses on board and the commissions will definitely help sustain our website.

- Julianne Shoup, K-State Extension Agent
Sheridan County, KS

We will give you the tools to recruit new sign-ons and grow your web presence; and then we'll share a 20% commission with your group for all your hard work.

For every sign-on you secure, you net a 20% commission off their first year's membership on Love Small Town America. Simple as that.

| | Annual Cost | % Commission | Your Earnings |
|----------------------------|-------------|--------------|---------------|
| Package A (weekly update) | \$475 | 20% | \$95 |
| Package B (monthly update) | \$325 | 20% | \$65 |
| Package C (annual update) | \$225 | 20% | \$45 |
| Real-Estate Listing | \$75 | 20% | \$15 |
| Webpage Link | \$50 | 20% | \$10 |

The more sign-ons you bring into the fold, the better your community webpage and the bigger your commission. Use those funds for a community project – or to pay for your own web presence on LSTA.

THE LOVE SMALL TOWN AMERICA NETWORK

Love Small Town America is the only website to offer a comprehensive listing of small towns and their assets. We're more than a directory – we're a network. And we know that the true power of Love Small Town America lies in the **strength of our network** and we are serious about growing that network. A thriving network brings you more: **more opportunities, more promotion, and more people** dedicated to making small town America thrive.

We can grow the network better if we grow it together.

We're putting our money where our mouth is and offering you the chance to cash in with every new listing you sign-on to Love Small Town America.

The rules: A sign-on qualifies once LSTA receives payment. Commissions will be tracked and disbursed in one lump sum to the community organization (economic development board, city council, chamber of commerce, foundation, etc.) that signed the community on to LSTA. The Shared Success Program is a limited time offer. Sign-ons are valid for 180 days following the presentation made to your community.



Use your commission to fund community projects like business incubators, scholarships, business grants, park improvements, and other great activities. Then, share your progress on your webpage!

The more sign-ons you help bring online, the more you can earn – and the better your community webpage is.

You've already decided a web presence is important for your community. Now, work together to make that web presence a rich destination reflective of all the businesses, services, organizations, schools, and real estate listings your community has to offer.

NOW'S THE TIME

Get started today and experience the benefits of the **Shared Success Program**.

- Earn 20% commission on every sale made during the 6-month SSP period
- Share your new community website with businesses and organizations and grow your web presence
- Build a solid web presence and a strong, stable foundation for your community's webpage
- Receive cash back for your accomplishments

LOVE SMALL TOWN AMERICA, INC.

PO Box 125
Grainfield, KS 67737

GetStarted@LoveSmallTownAmerica.com
785.374.3067



**SHARED SUCCESS PROGRAM
WE GROW TOGETHER.**

WITH DO YOU NEED A WEBSITE?

- Websites never sleep. Having a website is like having an employee working for you around the clock.
- Your competition has a website.
- People use the Internet today to find information more often than traditional means.
- Websites—professional ones—improve your image.
- Websites raise revenue.
- Websites expand your audience. 266 million North Americans regularly use the Internet.

HOW MUCH TIME AND MONEY DO YOU SPEND:

- Figuring out how to drive traffic to your site?
- Promoting your website?
- Using social media?
- Building and maintaining your website?
- Performing website updates?
- Designing eye-catching graphics?

LOVE SMALL TOWN AMERICA IS THE ANSWER.

“ Love Small Town America is making a big difference in our community. We're proud to be from a small town and we're proud to be a part of the tapestry you're weaving to show the world how great our small town is.

- Christin Merwald
Vice President Marketing & Sales
Double D Mat Farms, Park, Kansas

WITH IS LOVE SMALL TOWN AMERICA THE RIGHT CHOICE FOR YOUR WEB PRESENCE?

YOUR WEBSITE SHOULD BE WORKING FOR YOU, NOT THE OTHER WAY AROUND.

Whether you have a website that's just not working as hard as it should – or you need something built from scratch, Love Small Town America is the answer to your problems. We provide small communities and the organizations and businesses within those communities with an **affordable, comprehensive online presence** and **access to a growing network** of small town promotional opportunities and resources.

Love Small Town America integrates a comprehensive website package with free advertising for members and rich features like job listings, a community calendar, and a photo gallery.

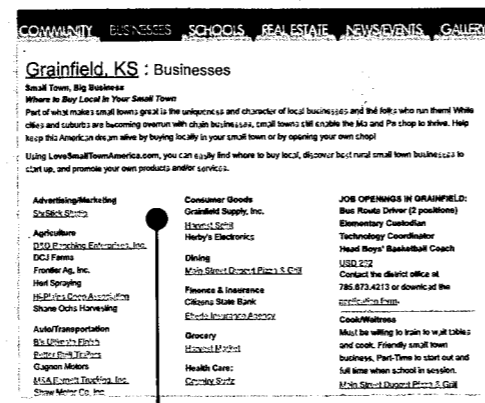
We design, build, maintain, and promote your website. Our team of expert web designers, programmers, marketing gurus, copywriters, and sales staff does the work so you don't have to.

A LOVE SMALL TOWN AMERICA WEBSITE GIVES YOU:

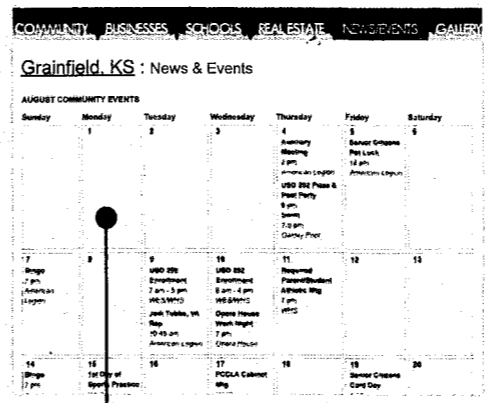
- a professionally designed and maintained website that includes a main community landing page as well as 6 sub-pages (business, community, schools, real estate, an events calendar, and a photo gallery)
- hassle-free maintenance and all-inclusive web-hosting and support
- opportunity to advertise local businesses – driving up profits and tax revenues
- promotion for community assets through value-added services like job listings, press releases, e-newsletters, search-engine listings, social media, and more
- membership in the only nationwide network dedicated to supporting a bright future for small towns

For pennies a day, you could have a worry-free, professional website on LoveSmallTownAmerica.com.

EXAMPLE OF A REAL LOVESMALLTOWNAMERICA.COM WEBSITE

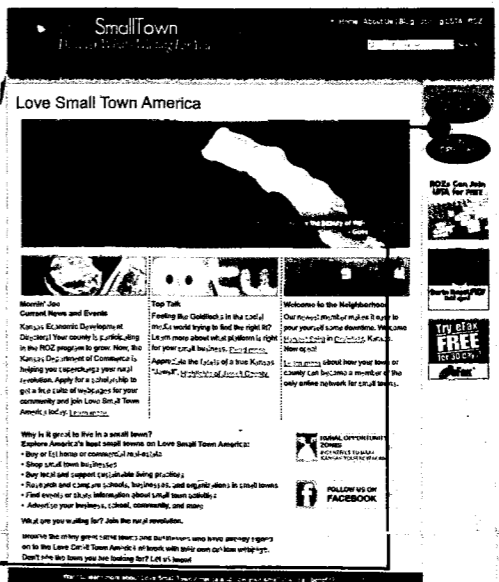


A comprehensive community business listing provides exposure and links directly to individual business webpages.



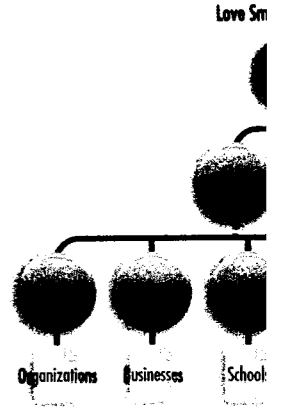
A community calendar shares upcoming events in a professional, easy-to-read format.

Members are featured on the home page where a simple menu makes it easy for



JOIN THE NETWORK

Towns and/or counties with a membership in Love Small Town America. Underneath the community organizations, school district their own website package.



WEBSITE PACKAGES

Website packages start at

| | |
|---------------------|------------------------|
| PACKAGE A: | PACKAGE B: |
| Once a week updates | Once a month updates |
| \$475/year | \$750/year |
| (Less than \$40/mo) | (Less than \$62.50/mo) |

Packages include: set-up, design, and other maintenance, as well as advertising on America's value-added promotional network.

MORE OPTIONS

Take LoveSmallTownAmerica.com services like real-estate listing domain name redirection, and Starting at \$50/year.

GET STARTED

Make the smart choice to join today and put your web presence on the map.

GetStarted@LoveSmallTownAmerica.com

We can't wait to welcome you and show the world together America. Join us online:

