



GREAT PLAINS

TECHNOLOGY & MANUFACTURING CLUSTER

JULY 2021 NEWSLETTER

Member Spotlight

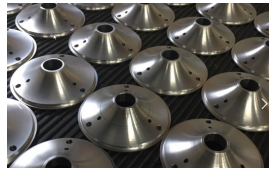
J&J Precision
Natoma, KS



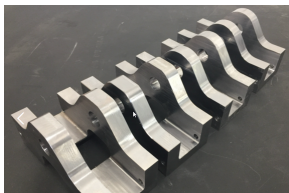
Our member spotlight this month is J&J Precision Machining LLC in Natoma, Kansas. The company provides full-service precision machining and engineering design services. This includes the ability to reverse engineer

components, generate CAD models, prototype and scale up production of parts for a wide range of industries.

Since the company's inception in 2017, J&J has dedicated themselves to working with their customers to develop long-term beneficial relationships and provide high quality components at the most competitive prices. The company has a wide range of CNC milling and lathe equipment, and quality control measurement tools to ensure that only the highest quality parts are produced within the facility. The owners have a long history of both machining and manufacturing and understand what is required in order to meet customer demands with respect to timelines, quality and price.



Like many companies across the region, the COVID-19 pandemic negatively impacted sales and the company has been seeking new avenues to cost effectively market both its business and some of its own proprietary products it sells directly to consumers. In order to accomplish this, J&J connected with the Northwest Kansas Planning and Development Commission (NWKPDC) and was able to receive an Economic Development Administration Innovation Stimulus grant to assist with the development of new marketing strategies and materials.



The company is actively seeking new customers who may have had their supply chain negatively impacted as a result of COVID-19 and are now attempting to either reshore production or perhaps find local vendors capable of more timely turn-arounds on orders. For more information on the company, its machine and capabilities, or to obtain a quote for component parts, please contact J&J at www.jandjprecisionmachining.com or call 785-885-4167.

Did you Know...

...there are over 300 million worldwide business start-ups created annually? And of those 300 million, about 1 million are tech-related start-ups.



Many entrepreneurs can run into common problems such as funding issues, change in market needs, competition, loss of focus and lack of guidance when comes to developing a new start-up. With the help of our resources partners, the Great Plains TMC can guide you to a successful start-up. Connect with us at info@greatplainstmc.org or social media to get started.



Sunflower Electric/KDC Certified Sites Partnership



Sunflower Electric Economic Development and the KS Dept. of Commerce (KDC) have partnered together to increase the number of shovel-ready development sites in Kansas through their Certified Sites Program. All certified sites through Sunflower Electric will automatically be certified by KDC.

Certified Sites are potential sites that inform developers about an ideal and primed location to bring in new businesses. It is a valuable tool that communities and businesses can use to ensure that a site is ready for development.

If you are interested in seeing what sites are available to bring in a new business or have a site that you would like to list, please visit [Sunflower Electric](#) and [KDC's Certified Sites](#) links for more details.

Upcoming Partner Events

- 7/27 - Ag Equipment Mfg Virtual Sector Event
- 7/28 - Social Media Marketing
- 8/4 - Startup and Start Right

KS Dept of Commerce's KITE Program

The Kansas Department of Commerce (KDC) has recently launched their Kansas Innovation and Technology Enterprise (KITE) initiative. The purpose of KITE is to establish and grow innovative technology-based businesses throughout the state of Kansas. The programs available include:

- Proof of Concept Fund
- Angel Tax Credits
- R&D Tax Credits
- Local/State Resource Partners



Kansas entities that are interested in advancing a new technology are encouraged to apply for the Proof of Concept (POC) within the KITE initiative. POC targets a funding gap that impacts the progression of technology in the marketplace. The POC review committee will meet on a quarterly basis to review proposals for funding. Applicants are required to submit applications through an [approved partner](#) at least two weeks prior to quarterly committee reviews.

Additional information and a link to the application can be found [here](#). Please [email](#) us if you have any questions!

Kansas Promise Scholarship



The Kansas Promise Scholarship was developed to assist students attending Kansas community and technical colleges with specified programs of study. These areas include Information Technology and Security, Mental and Physical Health Care, Advanced Manufacturing and Building Trades, Early Childhood Education another field that each college can choose. Eligible applicants must:

- Be a Kansas resident **AND**
- Have graduated from a Kansas high school within the preceding 12 months or have received a GED or other high school equivalency credential within the last 12 months, **OR**
- Have lived in Kansas for 3 or more consecutive years and is at least 21 years of age, **OR**
- Be a dependent child of a military servicemember who is stationed in another state and graduated in the last 12 months

Applicants that accept the scholarship will agree to live and work in Kansas for 2 years post certificate/degree completion, which must be completed within 30 months of receiving the scholarship. Failure to fulfil requirements will result in repayment of the scholarship.

As workforce is a common issue for many industries, especially manufacturing, now is the time to receive the education needed to fill the skills gaps and solve workforce challenges. Share the news and view more details [here](#).

GPTMC Networking Events

As the Great Plains TMC continues to grow, our goal as always is to connect small companies and manufacturers to the critical resources they need to grow and drive innovation. We accomplish this by serving as an innovative hub and building a community among businesses in the region to utilize each other's services and find the connections needed to be successful.



We believe that networking is the BEST tool to make these connections throughout our region. In an effort to continue this growth and support for our members and partners, the Great Plains TMC would like to start doing quarterly networking events with our community of resources and companies in the membership. This event would include presentations from members with the products and services they provide as well resource partners in the region that are ready to help companies in need.

WE WANT TO HEAR FROM YOU! The Great Plains TMC would love to hear your feedback on if you are interested in these events and/or how you would like the format of the events to be. Please send an email to info@greatplainstmc.org with your suggestions.

Mapping Your Way to Website Success Blog

In our recent website blogs, we've talked about important website terminology and how to build your brand into a website. Now the fun part comes - designing the website. But before you hop right into designing, you need to be organized by building a sitemap for your website.

A sitemap is a process or technique that is used to plan the web pages and content for a website. The development is a crucial step in the website building process that shouldn't be skipped, as it maps the layout of the website and how each page will connect. You wouldn't want a construction company to start building your house with no directions or plans. They need to have the blueprints to stay organized so they don't miss any important details. To determine what details should be included into your sitemap, as yourself:



- **What is the purpose of the website?**
- **Who is the audience?**
- **What should the people do with the website?**
- **What is the tone of the website?**
- **How will the website function?**

With the Great Plains TMC's Website Creation Program, we use a sitemap to develop a business's website. This helps us stay organized so that the website flows, has accurate information and keeps the viewers engaged. Check out the rest of the [blog](#), download a [sitemap guide](#) and more in the [GPTMC Membership!](#)

Save the Dates

Don't forget to sign up for the Ag Equipment Manufacturing Virtual Session on July 27th at 3:00pm! This session will be focused on supply chain stress and resources that you can utilize and network with. Speakers and topics include:

- Mike Bergmeier (ShieldAg)
- Industry Welcome
- Chris Kuehl (Armada Corporate)
- General Supply Chain
- Clint Johns (Steel and Pipe Supply)
- Steel Supply
- Jeff Tucker - K-State TDI
Tiffany Stovall - KMS
Russell Plaschka - KS Dept of Ag

Sign up at
https://kansasag.zoom.us/j/2trDsoHNfp0Km_OCEmWjGI7r9f_mSNA



There will also be a networking breakfast before the Ag Growth Summit August 26th for Ag Equipment Manufacturers. This will be an opportunity for manufacturers to network, discuss issues, and learn how collaborations can be mutually beneficial to those involved and throughout the region.

Sign up for the Ag Growth Summit event at
<https://agriculture.ks.gov/AgGrowthStrategy/ag-summit-2021>