



# GREAT PLAINS

## TECHNOLOGY & MANUFACTURING CLUSTER

### MAY 2021 NEWSLETTER

#### Member Spotlight

**Leander LLC**  
Lawrence, Kansas

#### *Leander*

Our member spotlight this month is Leander LLC in Lawrence, Kansas. The company manufactures a line of chiropractic tables that are designed with both patient and physician comfort in mind. Many chiropractors can feel stress in their backs while working with patients and the Leander tables have been designed to allow customization by physicians to easily and safely position themselves to prevent undue stress on their bodies.

The company was started in the Pacific Northwest back in the 1980s and through several ownership changes was eventually moved to Lawrence, where it has recently moved into a new production facility. The Leander Flexion Distraction Tables are globally recognized for both their quality and value. The company regularly ships tables across the country and world. One unique aspect of the company's products is that parts used to fabricate the tables are sourced locally and are supplied by vendors located within Kansas or Missouri. The level of product quality was recently highlighted in BestReviews.Guide's 10 Best Chiropractic Tables in November 2020 where the 950 Series table was noted as the best of the best!

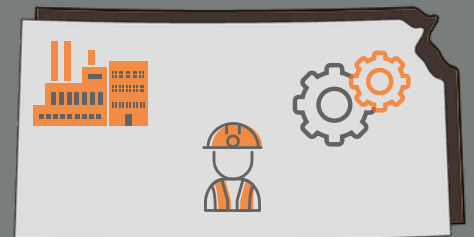


The current owners were working with the local SBDC office in Lawrence when they were made aware of the Economic Development Administration's (EDA) grant funded Innovation Stimulus Program offered by the K-State Technology Development Institute (TDI). The company applied to the program requesting assistance in developing new 3D CAD models of the existing products and to evaluate the possibility of combining some individual parts into larger one-piece assemblies. This effort would help to reduce part count and increase production efficiency.

Leander's recent expansion into the new production facility along with expanded marketing efforts is ensuring the continued success of the company. They recently updated their website and launched their own YouTube channel to assist customers on the installation of the tables as well as training on how to effectively operate the table. As the company continues to grow and expand they are always searching for new ways to help create jobs and to support the network of manufacturers across the Great Plains region. For more information, visit [www.leandercare.com](http://www.leandercare.com) or call 785-856-7474.

#### Did you Know...

...that Kansas is home to approximately 2,500 manufacturing firms that operate in 2,800 physical locations in the state? As a resource for manufacturers and technical businesses in Kansas, we believe that being able to have collaborative connections with these companies is the key to success.



Our membership serves as a central location where businesses can view our directory of members, access our resource partners, view industry trends and discover the services available to solve challenges and grow throughout the great state of Kansas.

Contact us at [info@greatplainstmc.org](mailto:info@greatplainstmc.org) to find the connections you need for success.

## Successful Website Building Workshop

The first Website Building Workshop in Dodge City, KS was a success! The workshop had a lot of group engagement as the attendees had the opportunity to share their ideas with everyone to gather feedback on how to expand their websites.



"Having zero experience with website building, I found the workshop to be fantastic in terms of learning the basics through GoDaddy. The instructors were great, patient and very helpful. This workshop provided me with the info and confidence to move forward in the development of a website for NWKP&DC." Dan Steffen, Economic Development Coordinator for the Northwest Kansas Planning & Development Commission.

The Great Plains TMC is planning to have more website workshops soon. Please stay tuned for more details.

## Upcoming Partner Events

- 5/28 - Understanding Regulatory Agencies
- 6/2 - SBIR/STTR Training
- 6/3 - Now What Happens with the PPP Loan?

## Economic Data for Project 17

Project 17 is an entity built to address multiple pillars of Southeast Kansas' regional economy, which includes providing students with hands-on learning and helping local businesses and communities in innovation efforts. To continue to grow the program, Project 17 has been engaged with the Great Plains TMC to gather economic data and resources for counties located in southeast Kansas.



Dick Horton, of the Southeast Kansas Community Action Program, is currently working with the Parsons Economic Development to develop plans for the types of services that Project 17 can provide going forward. In an effort to determine these services, the Great Plains TMC has supported this work by providing market research data, including job postings and industry cluster data, to aid in this planning.

If you are interested in receiving economic, industry, and workforce data as described above, please email [info@greatplainsmctmc.org](mailto:info@greatplainsmctmc.org) to get started.

## Military Technical Assistance



Every quarter, the Great Plains TMC participates in a Boots to Business event for Fort Riley based military members. This event is hosted and sponsored by the U.S. Small Business Administration and also includes presentations from resource partners such as the Kansas SBDC, Junction City Chamber of Commerce, and SCORE.

The purpose of the event is to provide entrepreneurial education and training programs for transitioning service members and their spouses so that they can understand the steps, stages and activities related to launching and growing a business. Attendees also learn about how business ownership might align with their own personal strength and goals, and the fundamental tools and strategies associated with executing plans to launch a new business.

The Great Plains TMC has presented to approximately 240+ attendees total in these workshops. According to the Boots to Business organization within the last year, attendees are:

- 93% more confident in starting a business
- 80% more interested to start a business
- 90% more confident in their own skillset to start a business

With May being Military Appreciation Month, we honor the men and women who have served and sacrificed for their country. We are thankful for you! Have a safe Memorial Day weekend!



## Kansas Dept. of Ag Collaboration

The Great Plains TMC is collaborating with the Kansas Department of Agriculture (KDA), K-State Technology Development Institute, and Kansas Manufacturing Solutions to bring impactful programming to agriculture equipment manufacturers throughout the state of Kansas. Some of these webinars/programs will provide manufacturers with information on product development, workforce solutions, collaboration opportunities, and domestic/international marketing.

The goal of these programs is to create a collaborative environment to resolve barriers and develop an official program for ag-manufacturers. In an effort to accomplish this, the Great Plains TMC assisted KDA in developing a list of Ag Equipment companies to network and convene with in future programs and activities.



We are interested in learning more from agricultural manufacturers and partnerships in our membership about topics and programs in which you would be interested in participating. If you have any suggestions, feedback, or issues that you would like to have discussed, please email [info@greatplainstmc.org](mailto:info@greatplainstmc.org)

## Home Sweet "Website"

Have you ever wanted to build a new website, but backed out because you didn't understand what was happening? This process can seem intimidating, but once you understand the website building "lingo", building a website is so much easier. A simple way to learn these terms is to compare them to a home!

### Domain/IP Address

*The Domain/IP Address is similar to the address of a house. This is what helps visitors located a house.*

### Host

*The Host resembles the whole house! This is where important information about the house belongs.*



### URL

*A URL expands the address of a home and directs visitors to different locations of the house.*

### Sitemap

*The sitemap is comparable to the blueprints and designs of a house. This helps determine how it is built.*

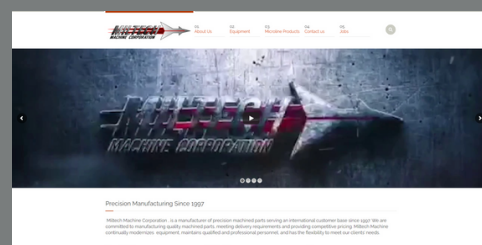
### Platform

*The platform is what makes the house function, such as plumbing, electrical work, and the foundation.*

Click [here](#) for the full blog post about Website Building Terminology and our other blog posts too.

## Website Creation

Our website creation story this month is Miltech Machine Corp in Norton, Kansas. They have been serving an international customer based with precision machined parts since 1997.



Miltech Machine Corp is a growing company and wanted to take the opportunity of the Website Creation Program to update their website and feature a new product they develop. GPTMC was able to help transfer the domain information, format a new layout and publish an updated site for a user-friendly experience.

Visit their site at [www.miltechmachine.net](http://www.miltechmachine.net)!