

## FOR IMMEDIATE RELEASE

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### Applications Open for ScaleUP! Kansas City

*15 business owners will join 150+ alumni to change the trajectory of their Kansas City businesses*  
**KANSAS CITY, Mo.** – ScaleUP! Kansas City—a selective, game-changing program, offered at no cost to selected participants—is now accepting applications. Its tenth cohort runs from January through May 2020. Applications are accepted through Dec. 15, 2019, at [scaleupkc.com](http://scaleupkc.com).

ScaleUP! KC helps Kansas City business owners prepare their businesses for scalable growth with a 16-week program that blends high-impact training with expert speakers, peer mentoring and one-on-one business coaching.

“Our firm was fortunate to be part of ScaleUP! KC and without a doubt it was a game-changer for us,” says Lori Worthington, president of Right Angle Advisors, Inc. “The connections made with fellow ‘scalers,’ insights gained, hard realities faced, business models evaluated, lessons learned and coaching have changed us for the better.”

ScaleUP! KC is for companies that’ve been in business for at least two years, have at least two employees, have revenues greater than \$200,000 and are ready to aim well beyond \$1 million in revenue. The program helps business owners forecast revenue and expenses, create value, carve a niche market, hire the right employees and formulate a succession plan. More than 150 alumni have leveraged the program not only to dramatically increase sales—some to \$50 million in revenue—but also to create opportunities to increase their business potential and become true Kansas City business leaders.

Scaleup! KC alumni Amber Lutz of Lutz Plumbing, Andrew Syrios of Stewardship Investments and Travis Thonen of Midwest Comfort Homes all leveraged what they learned to earn a spot on [Ingram’s 2019 Corporate Report 100](#), with Midwest Comfort Homes ranking fourth on the prestigious list of Kansas City companies with an annual rate of growth of 278% over each of the past three years. Stewardship Investments also ranked among [Inc. 5000](#) because of its three-year growth rate of 107%.

[Sage Restorations’](#) Stephanie Sage was selected as a national finalist for the National Association of Women Business Owners' 2018 Woman Business Owner of the Year and was welcomed into the 2019 class of Helzberg Entrepreneurship Mentoring Program mentees. Jy Maze of Maze Freight Solutions was named a NextGen Leader by the Kansas City Business Journal, is asked to be a frequent keynote speaker and just published her first book, *Finding Your Toddler Ambition: A Different Approach to Entrepreneurship*.

In addition to the list makers, thought leaders and community builders, other ScaleUP! KC alumni have used the transformative lessons, coaching and mentoring to open new businesses, expand operations hire new employees and increase revenues. Brad McCleary of Bodies Health and Fitness, for example, opened and scaled a second business, expanded operations to 14 franchise locations and tripled his staff.

“The results really speak for themselves,” says Jill Hathaway, business development consultant with the Missouri Small Business Development Center and program lead for ScaleUP! KC. “We

see so many excel after the program because they not only get that key insight from expert coaches, guest speakers and their ScaleUP! KC peers, but they also take to heart that priceless advice on how to scale their business, and that stays with them, long after the course.”

In addition to lessons from expert coaches, business owners also will learn from their peers who hail from the tech sector, manufacturing, service industries and many other areas of business.

“ScaleUP! KC not only helped me build my business, it helped me build my confidence and my community,” says Patricia McCreary, owner of Margaret’s Place Senior Recreation and Wellness Center.

To be eligible for ScaleUP! Kansas City, business owners need to have:

- led a company that’s been in business for at least two years and has at least two employees
- generated annual sales in excess of \$200,000
- created a strong market than can generate more than \$1 million in sales
- drive to lead part of the next generation of business leaders in Kansas City

ScaleUP! Kansas City provides direct support for growth-oriented entrepreneurs and firms that already have a strong foothold, with special emphasis on recruiting underresourced communities/populations.

ScaleUP! KC is funded by the Ewing Marion Kauffman Foundation and the City of Kansas City, Missouri. It is administered by the UMKC Innovation Center. **The application deadline is Dec. 15, 2019.** For more information, success stories and to apply, visit [www.scaleupkc.com](http://www.scaleupkc.com).

### **About the UMKC Innovation Center**

From whiteboard to boardroom, the [UMKC Innovation Center](#) partners with the university and the community to spark entrepreneurial efforts within the region and across the country. With a suite of high-impact programs, the center helps emerging and existing business owners hone their business basics, evaluate commercialization opportunities, and connect with the right resources at the right time. Innovation Center programs include the [Missouri Small Business Development Center](#), Procurement Technical Assistance Center, [SourceLink](#), [KCSOURCELINK](#) and [MOSOURCELINK](#).

### **About the University of Missouri-Kansas City**

The University of Missouri–Kansas City, one of four University of Missouri campuses, is a public university serving more than 16,000 undergraduate, graduate and professional students. UMKC engages with the community and economy based on its six-part mission: placing student success at the center; leading in life and health sciences; advancing urban engagement; excelling in visual and performing arts; embracing diversity; and promoting research and economic development. For more information about UMKC, visit [umkc.edu](http://umkc.edu). Find us on [Facebook](#), follow us on [Twitter](#), see us on [Instagram](#) and watch us on [YouTube](#). Read our students’ stories at [#UMKCGoingPlaces](#).