

The Good News



Points of Interest: (Since November 2006)

Total Clients Assisted:
312

Businesses Started: 21

Businesses Expanded: 2

Jobs Created: 95

Businesses Retained: 3

Jobs Retained: 21

Business Tune-ups: 20

Estimated New Sales:

\$5.7million

Winter 2011 Issue

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Northwest Missouri Enterprise Facilitation

“Helping to grow our communities, one entrepreneur at a time”

Small Town Atmosphere, Big City Feel

Within two hours from Tarkio, Missouri you could easily be in a metropolitan area, but John and Bev Sands, along with Tammie McMahon and Mark Barker, owners of Wild Horse Bar and Grill, hope you stay closer to home.

“We want this to be a place where people come and spend an evening out with good food and a great environment,” said Tammie McMahon. “We don’t want northwest Missouri residents to have to travel to the city for a quality night out.”

The entrepreneurs saw the need for a full service restaurant and

entertainment spot in Tarkio. They renovated a building in downtown Tarkio, which was built in 1887. They said the construction was not an easy task to restore it to its present day use, but the new façade should be seen to be appreciated. The building’s first known inhabit-

ant was a hardware store, followed by a café, then furniture store, cabinet shop and auto parts store, to what’s now the home of Wild Horse Bar and Grill. The group hopes their business will be in operation for years to (cont’d on page 2)



Wild Horse Bar & Grill owners along with NWMEF members and others gather for the Grand Opening of their business.

Defining Success

How do you define success? Michael and Dee Ventucci think they have it figured out since starting their own business, Goochy Goo BBQ, in 2008.

In less than three years, their business has increased 150 percent.

They have both been able to quit their corporate jobs and still meet their financial responsibilities. They hope to be able to continue the momentum by improving recognition within their community of Savannah as well as expand to the St. Joseph

and Maryville areas.

“Success for us is being able to work together,” said Dee Ventucci, Goochy Goo BBQ co-owner, “if we can be happy and support of children through good educations, we’re successful in our eyes.”

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“We don’t want north-west Missouri residents to have to travel to the city for a quality night out.”

to come.

“As a family owned business we saw the need in our community and we envision our business being here for the long haul,” said McMahan.

The owners received

assistance from NWMEF in the form of advice on how to structure the business.

“[Annette Weeks] with NWMEF shared good advice and was always there when we needed it,” said McMahan.



Mark Barker, Bev and John Sands, and Tammie McMahan pose for a group picture at their Grand Opening.

Hobby Turns into Smokin’ Business

Tyler McElvain already has a full-time job, but some free time and a hunt for a hobby, led to a new found world of entrepreneurship. McElvain and his wife Becky are the owners of Worth Smokin’ BBQ.

The business started out as a pastime for Tyler and a friend. The vending proved successful, although time consuming, so his friend couldn’t commit the additional time, so the McElvains became the owners and operators. They recently had a custom barbeque trailer built

so they can offer services for roadside vending, catering, festivals, and fairs or customize to their clients’ needs.

“I love the fact that we are mobile and can travel to any function locally or nationwide meeting new people from all around,” said Tyler McElvain. “I really have a passion for competing at barbeque contests and would like to continue that in the years to come.”

NWMEF worked with the McElvains to help them connect with other indi-

viduals in the restaurant industry.

“There are new businesses that start up every day.” McElvain said. “You need to listen to yourself and the facts about the industry you are getting into and there will always be doubters, but it is up to you to prove them wrong.”



Tyler & Becky McElvain pose in front of their BBQ trailer.

Slow and Steady

Greg and Jodi Duncan have worked for 12 years to grow their seed company to expanded services now known as Platte Valley AG, LLC in Rea. It is an established Ag-Chem company offering seed, crop consulting, chemical and fertilizer, seed treatment and planter service work.

“We want to be successful in a business that is a win-win for all parties

and be able to offer services at a local level that help the community continue to grow,” said Jodi Duncan, Platte Valley Ag, LLC co-owner.

The fear of the unknown has been the Duncans’ biggest struggle with being entrepreneurs, but they are grateful to be raising their two young sons in an agriculture community. NWMEF helped

them work through their fears while staying focused on their goals. Duncan encourages others interested in owning a business to do the same.

“Continue to remember where you came from and what your goals were and still are,” said Duncan, “keep things in perspective and don’t grow too fast.”



Greg and Jodi Duncan celebrate their Grand Opening with NWMEF board members.

Facilitator Focus by Annette Weeks

If you're an entrepreneur, one resolution you should keep in the New Year is a checkup on your business. It is important to continue to monitor progress and increase your potential for success.

When evaluating your business you should continually analyze your product, marketing and financial management structure and ask yourself a few

questions:

Are there ways you could improve? Do you need to change with the demands of the market? Is your clientele growing? Are there expenses that could be eliminated or decreased? How are your gross sales compared to previous years? How is your competition doing? Everyone needs to think outside the box annually to

look for ways to improve their business.

A retired business owner said recently, "if you're not working to grow your business, then it is dying." Should your New Year's resolution be to work at growing your business, NWMEF can help.



Weeks has been with NWMEF since November 2007. Prior to filling the facilitator role, she was an entrepreneur herself.

Board Member Brief

Bob Bush has been a board member with NWMEF for the past five years. He worked at Northwest Missouri State University and became involved with Healthy Communities through Heartland Foundation. This is where he became aware of NWMEF.

"This is just another piece of the puzzle," Bush said referring to the role local businesses play in

building stronger communities.

"People collaborating about creative ideas and forming new partnerships," are what Bush notes as the aspects he enjoys most about NWMEF.

Bush is also excited to see other small communities in our area taking interest and following the path blazed by NWMEF. In addition to being a NWMEF board member,

Bush is on the advisory council for EmPower Plant with Heartland Foundation.



Log onto www.sirolli.com to learn more about Sirolli Institute Enterprise Facilitation

Northwest Missouri Enterprise Facilitation Resource Board Members

<u>Andrew County</u>	Jeanne Rost	<u>Gentry County</u>	<u>Holt County</u>	<u>Nodaway County</u>	Jerry Rivera	<u>Regional</u>
Rusty Chester	Kyle Stafford	Chuck Davis	Debbie Baker	Audra Bradley	Beth Savage	Glenn Crowther
Wesley Dunn	David Stafford	Doug Evenson	Shawn Drew	Bob Bush	Todd Stagner	Ruth Crowther
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Sr. Kathleen Reichert, OSF	Roger Livengood				Debbie Roach	
	Cindy Sons					
	Virginia Vernon					

Northwest Missouri Enterprise Facilitation



"People always need hope, and today the need for hope is more critical than ever before."

Fr. Daniel Petsche, NWMEF board member

"It was our pleasure to share the great things that NWMEF is doing to not only help fulfill the entrepreneurial aspirations of those Missourians you serve, but the vital role you are also playing in the Show-Me State's ongoing economic rebound."

Keener Tippin, MO Dept. of Economic Development

NWMEF is an economic development project trained by the Sirolli Institute and serves six counties including Andrew, Atchison, Gentry, Holt, Nodaway and Worth. Services are offered completely free and are strictly confidential. There are more than 60 citizens from the six counties, along with regional representation, on the resource board that comprises NWMEF.

For more information about NWMEF, contact Annette Weeks, facilitator, at (816) 262-5158 or facilitator@nwmeff.com. NWMEF is a not-for-profit organization.

Check us out at www.nwmeff.com
or join us on Facebook.

In Appreciation for your Dedication and Support

Andrew County Government

Atchison County Government

Bank Midwest

Catholic Campaign for Human Development

Catholic Charities

City of Grant City

City of King City

City of Savannah

Gentry County Government

Heartland Foundation

Holt County Government

KCP&L

Kincaid Gardens

LaVerna Village Nursing Home

Mound City Development Corporation

Nodaway Valley Bank

Sisters of St. Francis

USDA

NWMEF Board Members

Private Citizens



How You Can Help

- Meet our facilitator or a board member and learn more about our organization, visit our website www.nwmeff.com
- Join our board. Your expertise in your business could be a valuable asset to other entrepreneurs.
- Contribute to our project by making a monetary pledge. Any amount you can invest would be greatly appreciated. Your **tax deductible** investment will help ensure that we are able to continue providing our free and confidential business coaching service to residents of northwest Missouri