

"Today, we say thank you to Northwest Missouri Enterprise Facilitation for creating a stronger region, based upon what's unique, inviting and amazing about the people and businesses in the area. Although it's much more modern than Mayberry, this is bound to be a classic tale of small town success meets big-city knowledge for years to come."

Susan J. Campbell of
Susan J. Campbell Copywriting Solutions LLC

"I have tremendous appreciation for NWMEF. The organization is truly an asset to entrepreneurs, which are the foundation of our rural region. Small businesses make our communities thrive."

Dan Hegeman,
KCP&L

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.

www.nwmeff.com

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The Good News

Northwest Missouri Enterprise Facilitation "Helping to grow our communities, one entrepreneur at a time"

Wynnland 71

Northwest Missouri Enterprise Facilitation recently celebrated a new business in Burlington Junction. The celebration, held on January 24, 2013, was a gathering to welcome Wynnland 71.

Wynnland 71 is a livestock trailer wash-out company named after owners James Wynn and Tom Gilliland. Mr. Gilliland heard drivers talk about the need for a trailer wash-out service in the mechanic shop where he worked, and Mr. Wynn took notice of the number of livestock trailers traveling along 71 Highway. Seeking to learn more, the business idea began to take shape when they discovered that Highway 71 is one of the main delivery routes taken by livestock haulers.

Wynnland 71 offers wash-out services that are available around the clock, along with preventative maintenance. This includes visual inspection of wheel

seals, brakes, s-cams, and also grease for each trailer as needed. In addition to servicing livestock trailers Wynnland 71 also offers wash-out services for farm equipment.

"I learned about Northwest Missouri Enterprise Facilitation (NWMEF) a few years ago from Vocational Rehabilitation," said Gilliland, "Annette has been great in helping us get the bookkeeping and financial aspects of our business in order."

The owners have had some bumps along the road of life, having dealt with personal problems. Now that they have moved on to take this step of building a successful business, they are eager to give others a chance to provide more jobs in our region, especially to those who need a break.

As Wynn and Gilliland continue to get the word out about their business and



Wynnland 71 Burlington Junction, MO.

build success, they are simultaneously working with Northwest Missouri State University to develop a way to re-use and recycle the waste water from their wash. Northwest Missouri Enterprise Facilitation celebrates their achievement and looks forward to seeing their accomplishments in the future. Wynnland 71 is located at 18361 170th Street, Burlington Junction, Missouri. For more information contact Tom Gilliland at 660-623-1234 or James Wynn at 660-582-1133, or email Wynnland71@gmail.com.

In Appreciation for your Dedication and Support

Advance Pork System
Andrew County Government
Atchison County Development Corporation
Aunt Martha's House Bed & Breakfast
Bank Midwest
Bob Bush and Associates
Catholic Campaign for Human Development
Catholic Charities
Citizens Bank & Trust
City of Grant City
City of King City
City of Maryville
City of Mound City
City of Savannah
Colflesh Financial Services

Fairfax Agency, Inc.
Farmers State Bank
Gentry County Government
Heartland Foundation
Holt County Government
HyVee
KCP&L
Kincaid Gardens
Laukemper Motors
Lower Marketing & Advertising, LLC
McIntire Building Center
Messick Trust
Midwest Data/Rock Port Telephone
Mound City Development Corporation
Mound City News

Nodaway Valley Bank
Northwest Missouri Cellular
Oswald Brothers
PIC Business Consulting
The Post- Phil Cobb
Regional Radio-Ameri-Kaan Radio-KKWK-KMRN-Doug Schmitz, Manager
Roger's Pharmacy
Sherri's Pharmacy
Sister of St Francis
USDA
The Wool Shop
Rep. Mike & Nancy Thomson
Tomboy Tools
UMBAR LLC
Worth County
NWMEF Board Members
Private Citizens

Welcoming new officers:
Jerry Ingle, Chair
Charmaine Flint, Vice-Chair
Robert Pritchett, Treasurer



Please join us in thanking Fred Mares. Fred has preformed at many NWMEF events and we appreciate both his talent and time!

Points of Interest: (Since November 2006)

Total Clients Assisted: 524
Businesses Started: 49
Businesses Expanded: 7
Business Acquisitions: 6
Jobs Created: 240
Businesses Retained: 9
Jobs Retained: 52

Estimated New Sales:
\$15,758,047.00

Spring/Summer 2013

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The Sweet Life

Sweet Wishes Cakery may be a familiar name. Sweet Wishes was featured in our past issue and a business celebration was held in May 2012. Sweet Wishes owner and local cake artist Shiela Dillman has grown her business from a licensed bakery in her home, to an actual bricks and mortar building on

the north side of the Savannah Square specializing in unique celebration cakes. Sweet Wishes Cakery's new location also offers gourmet coffee, cupcakes, donuts and a whimsical atmosphere that continues to grow with new renovations to the building.

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Sweet Wishes Cakery, Savannah, Missouri.

Northwest Audio and Visual

Northwest Audio and Visual owner Brett McLain, has worked in the industry for twelve years in the Kansas City area and is AV licensed and certified. He saw in need in his community and thought this would be a great opportunity to serve his community.

Northwest Audio and Visual designs, installs, and services commercial and residential audio visual systems. Everything from TV sales and installation to custom home theaters. Northwest Audio and Visual all so install many types of systems for businesses, including background music, paging systems, PA systems, security cameras, projection systems and conferencing systems, as well as car stereos and remote starters.



Northwest Audio and Visual, Maryville, Missouri

“After 12 years of working for other companies in Kansas City and noticing that there was no one around the Maryville area that does audio visual and is licensed and certified. I thought this would be a great opportunity to offer this

service to my community,” McLain says of bringing his skills to his own region.

Northwest Audio and Visual may be reached at 660-853-2319, or their webpage <http://nw-av.com/>

“The person who is most capable of enlisting the support of others is the most likely to succeed”

Dr. Ernesto Sirolli

Board Member Spotlight

Board member Jeanne Rost is a retired teacher and currently work as the Director of Religious Education at, St. Rose of Lima Church in Savannah, and at Mt. Olivet Cemetery in St. Joseph.

Jeanne has been a board member of NWMEF since 2006, and served as NWMEF Treasurer from 2007 until 2013.

Jeanne says seeing the delight of person fulfilling their dream of opening their own business is what she enjoys most about being a part of NWMEF.

In addition to her work on the board for NWMEF Jeanne also helps at her church assisting people with funeral planning, sings in the church choir, is a Co-Disciple of the Sisters of St. Francis, a member of Beta Sigma Phi sorority and member of Show Me Women Who Care.

In her free time Jeanne enjoys traveling, reading, seeing plays and acting in them when the opportunity arises. Jeanne has been married to her husband Jim for 45 years and together they have five



Jeannie Rost Savannah, Missouri

children and seven grandchildren.

Thank you Jeanne for your dedication and support to your community and NWMEF.

Facilitator Focus by Annette Weeks

NWMEF is pleased to be assisting Northwest Missouri State University (NWMSU) in an effort to study the possibilities for purchasing local beef.

Market Opportunities for Regional Entrepreneurs or MORE is a program that was developed by Lurinda Gilliland, and Benjamin Blackford with, NWMSU to brainstorm

the process of identifying barriers and streamlining local producers getting their products to local consumers.

The interest locals have shown is huge. People are passionate about being able to buy local and know where their food is coming from. It is a win-win situation for producers and consumers because of the

quality of meat, and the ability to support the local communities. Focus groups have been meeting to develop improved marketing strategies for regionally produced beef.

The goal is to help regional producers make their products more accessible and support the development of businesses and jobs in rural areas.



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

Farm Fresh

Wabash Junction in Stanberry is striving to bring the freshest ingredients straight to you the consumer. Local business owner Mike McQuinn has partnered with culinary chefs Jason and Katie Thomas to open Wabash Junction Restaurant. Their food is raised by local farmers, prepared by trained chefs, and served by a friendly staff. They spend a lot of time with farmers trying to ensure their food is as fresh as possible everyday. The restaurant's menu changes

often with the time of year to bring dishes featuring many locally grown and raised products. Wabash Junction is always looking for new items to add from local producers. In addition to a diverse menu,

Wabash Junction also offers a banquet room with a separate entrance and seating up to 56 for groups and private parties. The restaurant's menu changes often with the time of year to bring dishes featuring many locally grown and raised products. Wabash Junction loves being able to

provide an outlet to local growers and producers as well as use their talents to provide the best dining experience to their customers.

Wabash Junction is always looking for new items to add from local producers. In addition to a diverse menu, Wabash Junction also offers a banquet room with a separate entrance and seating up to 56 for groups and private parties.

The owners are excited about the support they have received from the local community.

“It definitely takes a community to keep a small business in business,” said Katie Thomas, “it is amazing to feel welcomed and appreciated for our hard work.”

Wabash Junction is located at 100 West 1st Street, Stanberry, Missouri. For more information, visit their website at www.wabashjunction.com or call 660-783-2200.

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Facilitation is very excited about the rapid growth of this new business and Annette Weeks, facilitator for NWMEF, credits the ingenuity of its owner. She says, “It is wonderful to see the progress this new business has made. Shiela's cake creations have been in high demand and it is great to have a place where people can come see her talent first hand.”

Sweet Wishes Cakery's new location is on the Savannah Square, 403 West Main Street, they may also be reached through their Facebook page, emailed at sweetwishescakery@gmail.com or call 816-324-CAKE(2253).



Wabash Junction, Stanberry, Missouri