



THE  
**TOOLBOX**  
SMALL BUSINESS RESOURCE CENTER

2025

# Annual Report

*To Empower the community  
to own their economic future*

# What's Inside

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# Who We Are



The Toolbox is the go-to resource for everything small business in Wyandotte County, Kansas. All of our services are offered at no cost to local residents and businesses. We provide free support with planning, registering, funding, operating, and growing your business.

## **Mission statement**

To help entrepreneurs start, maintain or expand their business by offering coaching, workshops, and networking opportunities.

## **Vision Statement**

To Empower the Community to own their economic future!



Gabriel Munoz  
Executive Director

Throughout The Toolbox's inception, Gabriel Munoz has served as the Local Director and is now the current Executive Director. Gabriel Munoz has spent the majority of his life in the small business atmosphere. From working in his family's business in Topeka, KS to experiencing the issues that come with maintaining that business; Gabriel has made it his mission to provide the support and stability entrepreneurs and businesses owners need to be successful.



# Our Team



Norma Loya  
Executive Director



Tonya Love  
Small Business Navigator  
& Facilitator



Ana Hernandez  
Kauffman FastTrac  
Facilitator



Megan Dorantes  
Marketing & Program  
Coordinator



Narda Garcia  
Intern - Digital  
Ambassador



Paola Zapata  
KCSourcelink Community  
Network Navigator

# Our 2025 Board



Ana Nubia Duin



Liley Villazan



Alex Ruybalid



Edgar Galicia



Jessica Johnson



Carlos Gomez



Luis Magana

# Our Story

The Toolbox originally began in 2019 when the Ewing Marion Kauffman Foundation met with some of Kansas City's Entrepreneurial Support Organization's (ESO) to discuss and brainstorm a solution to the following four barriers that blocked BIPOC business owners from starting their business in Kansas City.

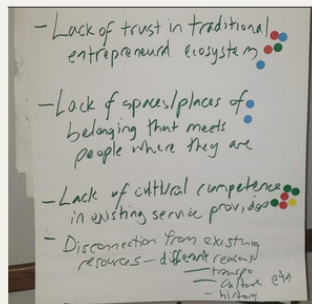
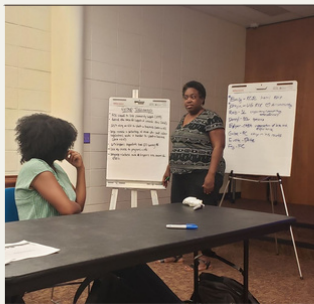
1. Trust issues amongst entrepreneurs and service providers
2. Cultural Competency issues within existing EOS's
3. Lack of Multilingual programs or workshops
4. Lack of a "One-Stop-Shop" organization for entrepreneurs to become aware of existing resources

To address these issues, The Toolbox Small Business Resource Center was formed!

Originally The Toolbox started as a series of events and one-on-one meetings but because of the success of these events and meetings, it was decided that the Toolbox needed to become an official organization.

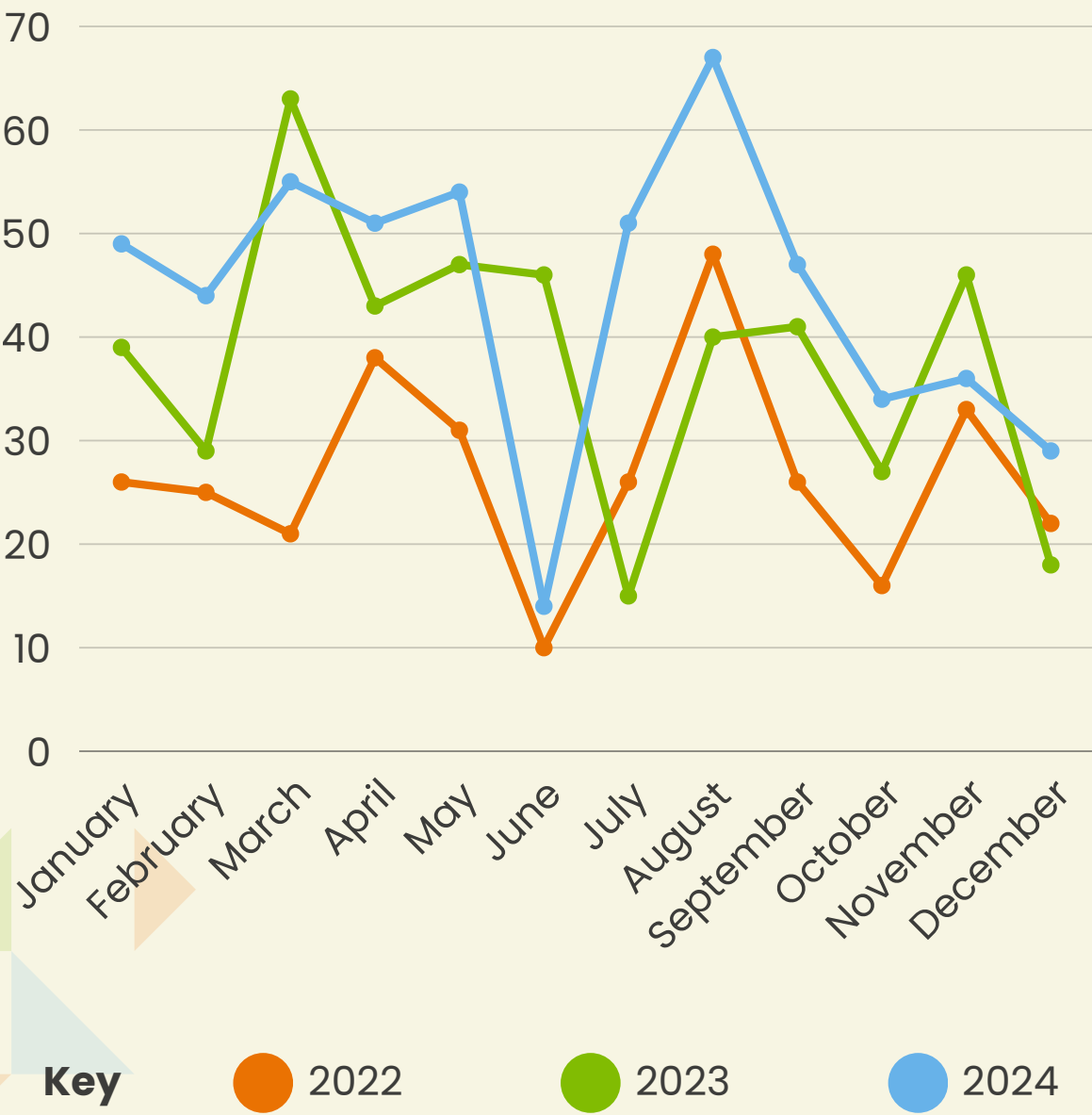
Despite this success, in March 2020 the COVID-19 Pandemic hit the United States and The Toolbox's programming and services moved to an online format.

A year later, The Toolbox launched in May 2021 at The Stables Co-Working Space in Kansas City, Kansas. Now in 2025 the Toolbox continues to provide its one-on-one meetings, programs, and workshops.



Since our inception we have worked with over 500 Individuals and have had over 750 individuals attend our Workshops and Programs. We have helped over 200 businesses launch, maintain or grow their business and have held 75 workshops, classes, and events to support our clients in their business endeavors.

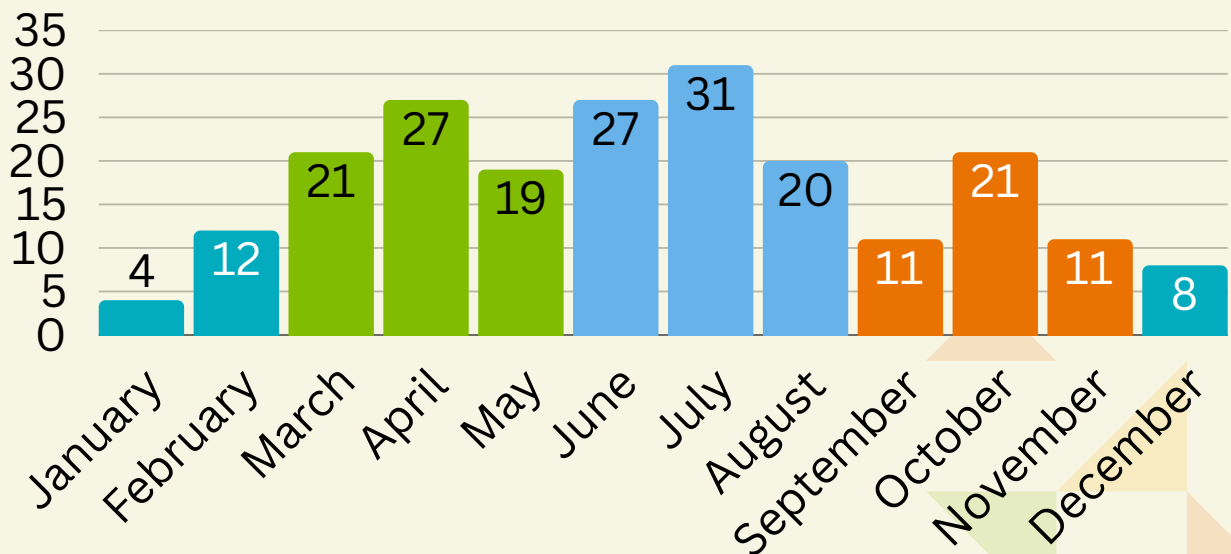
## Number of One-on-One's since Inception



# Our 2025 Calendar



Throughout 2025, The Toolbox held a total of 212 events with our Summer season being the busiest.



# Our Services

**One-on-One  
Meetings**

**Programs**

**Workshops**

## Our Programs & Workshops

All of our services are provided in either English or Spanish, with the majority of our Programs and Workshops being available in Spanish.

This year, The Toolbox ran four programs:

1. Clase de Computacion (Six Cohorts)
2. Como Usar Excel/Google Sheets Para su Negocio (Four Cohorts)
3. Clase de Intuit QuickBooks (Three Cohorts)
4. Dreams 2 Reality - (Kauffman FastTrac Program) (Four Cohorts)

This year, we wanted to try something new, by providing our programs in a specific order. It was recommended that students first complete the Clase de Computacion, secondly, The Como Usar Excel/Google Sheets Para su Negocio, thirdly Clase de Intuit QuickBooks, and then finish with the Kauffman FastTrac Program.

This was designed to ensure that students were able to retain the information from a previous program and apply it in their next program.

# January & February Workshops & Programs



**Talleres De Invierno**  
El Centro KCK - 650 Minnesota ave, Kansas City, KS 66101

**ENERO 16** TOMA EL CONTROL DE TUS FINANZAS  
6:00 pm - 8:00 pm

**ENERO 23** 8 PRINCIPIOS DE UN HOGAR SALUDABLE/SEGURO  
6:00 pm - 8:00 pm

**ENERO 30** SCHEDULE C IRS / ANEXO C IRS  
6:00 pm - 8:00 pm

AMERICA'S SBDC KANSAS

El Centro SU CONEXIÓN A LA COMUNIDAD

THE TOOLBOX SMALL BUSINESS RESOURCE CENTER

## January Workshops

1. Talleres de Invierno
  - a. Toma El Control de Tus Finanzas
  - b. 8 Principios de Un Hogar Saludable/Seguro
  - c. Schedule C IRS/ Anexo C IRS
2. Negocio de Camion de Comida



**DREAMS 2 REALITY**

**FROM DREAMER TO ENTREPRENEUR**

DESDE 10 DE FEBRERO A 14 DE ABRIL

LUNES Y MIERCOLES  
6:00 PM A 8:00 PM

EL CENTRO KCK  
650 MINNESOTA AVE, KCK 66101

¿Tiene usted un negocio o una idea de negocio?  
¿Qué hacer ahora con su negocio o con su idea de negocio? Encuentre la respuesta con Kauffman FastTrac®.

Kauffman FastTrac® es un curso flexible y probado para ayudarlo a comenzar y llevar su negocio hacia el éxito.

Dos participantes que terminen tendrán la oportunidad de ganar \$5,000

THE TOOLBOX SMALL BUSINESS RESOURCE CENTER

KAUFFMAN FAST TRAC.

LISC GREATER KANSAS CITY

Network Kansas

HISPANIC DEVELOPMENT FUND

hispanic federation Taking Hispanic causes to heart

## February Workshops

1. Essential Steps to Launching your Business
2. Pasos Esenciales para lanzar su negocio

## Programs

1. Clase de Computación
  - a. Thursday's
  - b. Saturday's
2. Dream's 2 Reality (Kauffman FastTrac)
  - a. Mondays and Wednesdays

# March & April Workshops & Programs

## March

### Workshops

1. Essential Steps to Launching your Business
2. Pasos Esenciales para lanzar su negocio

### Programs

1. Clase de Computación
  - a. Tuesday's

## April

### Workshops

1. Essential Steps to Launching your Business
2. Pasos Esenciales para lanzar su negocio
3. 2025 Seminario de Negocio in St. John, KS
4. Build Wealth & Strengthen your Community – Land Bank Workshop
5. Farmers & Flyers – Conceptos y herramientas de Email Marketing
6. Protegiendo su Futuro

### Programs

1. Como usar Excel/Google Sheets para su Negocio
  - a. Thursday's
  - b. Saturday's
2. Clase de Intuit QuickBooks
  - a. Wednesday's

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**CLASE DE COMPUTACIÓN**

MARTES, 9:30 AM A 11:30 AM  
Desde 25 de Marzo a 29 de Abril

El Centro KCK  
650 Minnesota Ave, KCK 66101

En este curso encontrara la solucion para potencializar sus habilidades digitales en el emprendimiento, desarrollo y exito de tu negocio.

PRESENTADO

The Midwest Growers Collaborative Presenta

COMO USAR EXCEL/GOOGLE SHEETS PARA SU NEGOCIO!

¡En Línea!

COMO USAR EXCEL/GOOGLE SHEETS PARA SU NEGOCIO!

Sabados, 9:30 am de 12:30 pm  
Desde, 26 de Abril a 24 de Mayo

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El Centro KCK

AMERICA'S  
SBDC  
KANSAS

# May & June Workshops & Programs

## May

### Workshops

1. Essential Steps to Launching your Business
2. Pasos Esenciales para lanzar su negocio
3. Farmers and Flyers - Formularios de Google y Código QR

### Programs

1. Como usar Excel/Google Sheets para su Negocio
  - a. Tuesday's

**COMO USAR EXCEL/GOOGLE SHEETS PARA SU NEGOCIO!**

Con Google Sheets (Excel) puede crear facturas, realizar seguimiento de ventas, gustos, y crear estimados

Martes, 9:30 am de 12:00 pm  
Desde, 13 de Mayo a 24 de Junio  
El Centro Kansas City  
650 Minnesota Ave, Kansas City, KS 66101

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## June

### Workshops

1. Inteligencia Artificial
  - a. Thursday's

### Programs

1. Kauffman FastTrac Program
  - a. Spanish - Dreams 2 Reality
    - i. Monday's & Wednesday's
    - ii. Saturday's
  - b. English
    - i. Tuesday's & Thursday's

**KAUFFMAN DREAMS 2 REALITY**

**FROM DREAMER TO ENTREPRENEUR**

DESDE 14 DE JUNIO A 9 DE AGOSTO

SABADOS 9:00 AM A 1:30 PM

EL CENTRO KCK 650 MINNESOTA AVE, KCK 66101

¿Tiene usted un negocio o una idea de negocio?

¿Qué hacer ahora con su negocio o con su idea de negocio? Encuentre la respuesta con Kauffman FastTrac®.

Kauffman FastTrac® es un curso flexible y probado para ayudarlo a comenzar y llevar su negocio hacia el éxito.

Dos participantes que terminen tendrán la oportunidad de ganar \$5,000

THE TOOLBOX SMALL BUSINESS RESOURCE CENTER | KAUFFMAN FAST TRAC | LISC GREATER KANSAS CITY | Network Kansas | THE ORGANIZATION FOR HISPANIC DEVELOPMENT | hispanic federation Taking Hispanic causes to heart

# July & August Workshops & Programs

## July Workshops

1. Essential Steps to Launching your Business
2. Pasos Esenciales para lanzar su negocio
  - a. Also in Independence, MO
3. Taller de Canva
4. Toma el Control de Tus Finanzas con Lupemaria

## Programs

1. Clase de Intuit QuickBooks
  - a. Tuesday's



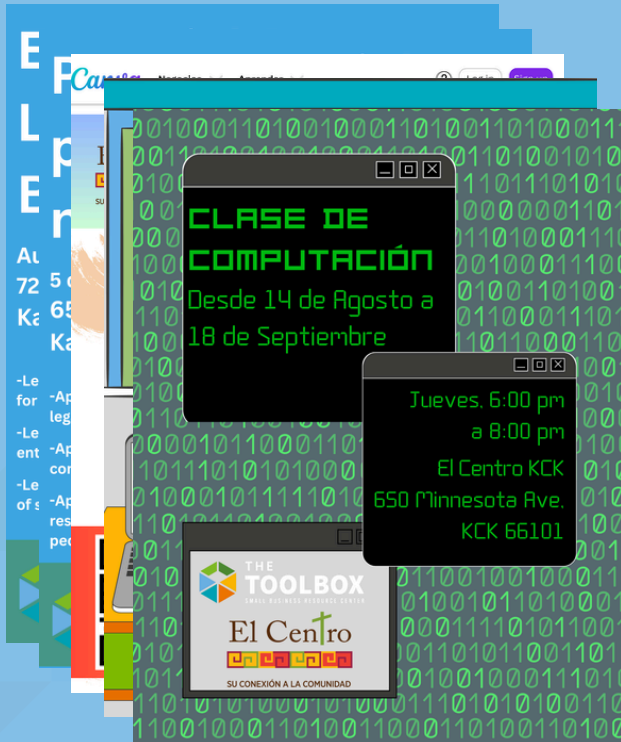
## August

### Workshops

1. Essential Steps to Launching your Business
2. Pasos Esenciales para lanzar su negocio
3. Taller de Canva

### Programs

1. Clase de Intuit QuickBooks
  - a. Wednesday's
2. Clase de Computación
  - a. Thursday's



# September & October Workshops & Programs



## September

### Workshops

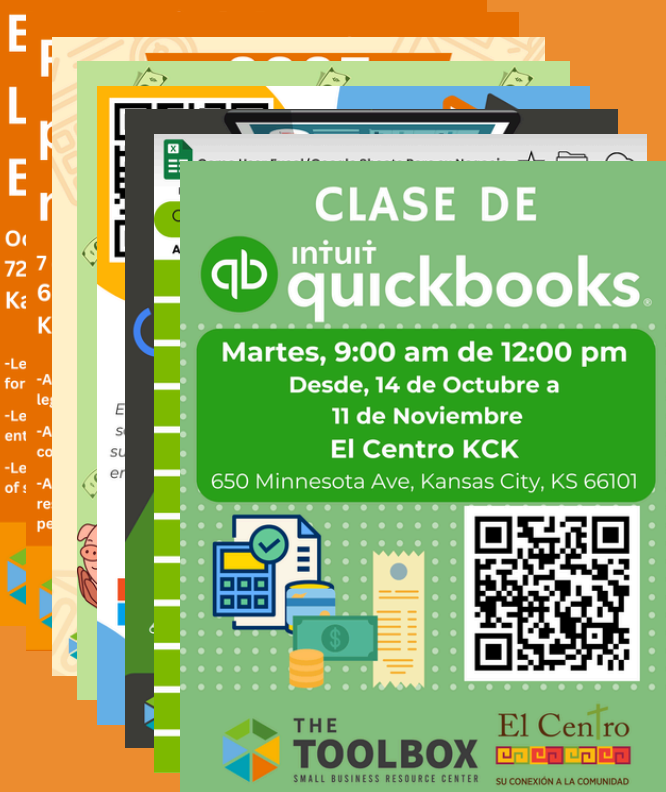
1. Essential Steps to Launching your Business
2. Pasos Esenciales para lanzar su negocio
  - a. Also in Independence, MO
3. Taller de Canva

### October Workshops

1. Essential Steps to Launching your Business
2. Pasos Esenciales para lanzar su negocio
3. Toma el Control de tus Finanzas
4. 2025 Seminario de Negocio - Dodge City, KS

### Programs

1. Clase de Computación
  - a. Wednesday's
  - b. Monday's
2. Como usar Excel/google Sheets para su Negocio
  - a. Thursday's
3. Clase de Intuit QuickBooks
  - a. Tuesday's



# November & December Workshops & Programs

## November

### Workshops

1. Pasos Esenciales para lanzar su negocio
2. Taller de Canva
3. Mujeres en Equilibrio

**Mujeres en Equilibrio**  
Cuerpo, Mente y Negocios

**Viernes, 14 de Noviembre**  
5:30 Pm - 8:00 PM  
Cupo limitado!

**5:30 pm - 6:00pm**  
Networking

**6:00 pm - 7:00pm**  
Yoga con Leslie Barraza

**7:00 pm - 8:00pm**  
Linda Rojas -Volver a mí:  
El arte de cuidarte sin culpa

**2414 S 34 St. Unit C, Kansas City, KS 66106**

Wellbri THE TOOLBOX  
SMALL BUSINESS RESOURCE CENTER

## December

### Workshops

1. Essential Steps to Launching your Business
2. Pasos Esenciales para lanzar su negocio
3. Taller de Canva
4. Impulsa Tu Marca con IA
5. Fútbol Fandom
  - a. English
  - b. Español

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**IMPULSA TU MARCA CON IA**  
IMÁGENES Y VIDEOS

**FÚTBOL FANDOM**  
MARKETING ROADMAP FOR BUSINESSES

**GET YOUR BRAND READY FOR THE BIG GAMES**

**December 10th**  
10AM ENGLISH  
Kansas City Kansas Chamber of Commerce  
727 Minnesota Avenue  
Kansas City KS 66101

**December 10th**  
6PM ESPAÑOL  
El Centro  
650 Minnesota Ave  
Kansas City KS 66101

# Graduations



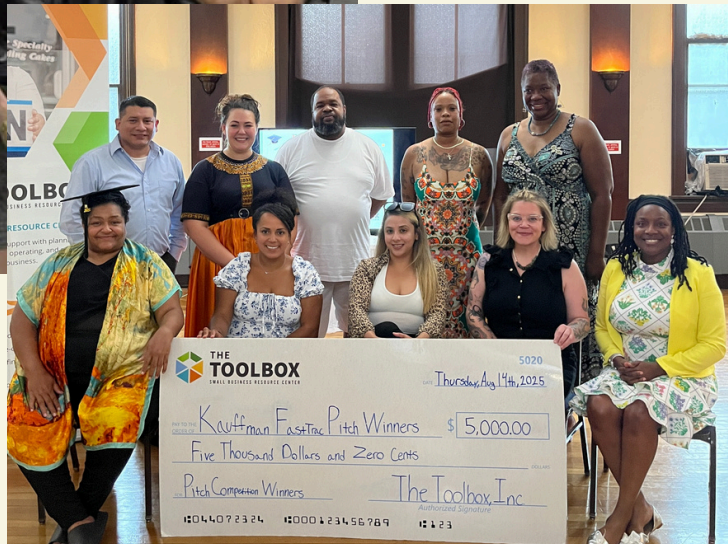
2025 was full with 18 graduations and 172 Entrepreneurs to celebrate! Ceremonies were either combined, or had separate days depending on the schedule of the program. While these programs were created to just educate entrepreneurs, we have discovered these programs not only educate, but empower and make them feel connected to entrepreneurial community.

Entrepreneurs have shared that when they first attend one of our programs, they feel like an imposter when compared to other business owners. However, we explain that they are not alone in that feeling, and that many others may feel the same way despite not showing it. As we continue to work through the material, and they listen and learn from other entrepreneurs, they start to gain a sense of confidence. This then makes it easier to believe in themselves and uplift others. That by the time graduation arrives, not only have they grown themselves, but have built a community that they can depend on.

# Graduation Wall



# Graduation Wall



# Graduation Wall



When our entrepreneurs receive their certificate, it not only represents their hard work and commitment, but also their confidence, hope, and community.

We are grateful that our entrepreneurs have chosen us for their education, and continue to be inspired by them and the good things that await them.



# Community Engagement

In addition to our main three services, The Toolbox also likes to be involved in the community. Whether it is Tabling at community events, collaborating with organizations on their events or hosting our own events, we like to be involved. These opportunities allow us to listen and learn from different voices, while also creating new opportunities for entrepreneurs to showcase their business.

Below are quick data regarding our outreach efforts:

## Tabling

Tabled at 7  
Community  
events across  
the KCMO Metro  
Area

## Conferences

The Toolbox  
attended the 2025  
Unidos  
Conference

Below are our three major events, in order of hosting, collaborating, and participating:

## March

6th Annual Youth  
Entrepreneurship  
Challenge

## September

Memorial Hall  
Centennial Event

## December

Sumner Academy  
of Arts & Science  
Business Expo

# 6th Annual Youth Entrepreneurship Challenge

This year was also special because it was the first year The Toolbox planned and executed Network Kansas's Youth Entrepreneurship Challenge for Kansas City, Kansas!

The Youth Entrepreneurship Challenge (YEC) is a Youth Competition held in Kansas Communities where Middle to High School Students compete in four entrepreneurial categories for a chance to win a cash prize between \$1,000 and \$1,500.

YEC had been held in KCK for the past five years as a Wyandotte High School Class project, but was returned to the KCK E-Community after leadership left. This project was then picked up and lead by our very own Megan Dorantes and Casey Ling from the Wyandotte County K-State Extension Office.

This was their first time planning the event, had a budget of \$20 dollars, had no access to previous information. had to recruit schools and judges, create a schedule, find sponsors and gather funds, all in the span of three months.



# 6th Annual Youth Entrepreneurship Challenge



On March 7<sup>th</sup>, they accomplished their goals and held the 6<sup>th</sup> Annual Youth Entrepreneurship Challenge for KCK at Donnelly College. They had successfully recruited four schools, held 20 students, 4 Mentors, 24 Judges, and had 12 business compete!

Due to 2025's success, The Toolbox was chosen to lead YEC for 2026. At the start of October, Megan & Casey met again and are currently working together to develop 2026's competition with a goal of having 100 students.

We are extremely proud of all the hard work Megan and Casey put into 2025 and are excited to see what they accomplish in 2026!



# Our Impact in Numbers

## Program and Workshops Data

**692  
Entrepreneurs  
served**

We served 692 entrepreneurs through our Workshops and Programs!

We had 368 participants in our workshops, 324 in our Programs and 172 of them being graduates.

Our Average Graduation Rate for our programs had a 59% increase from 2024 (34.6%)!

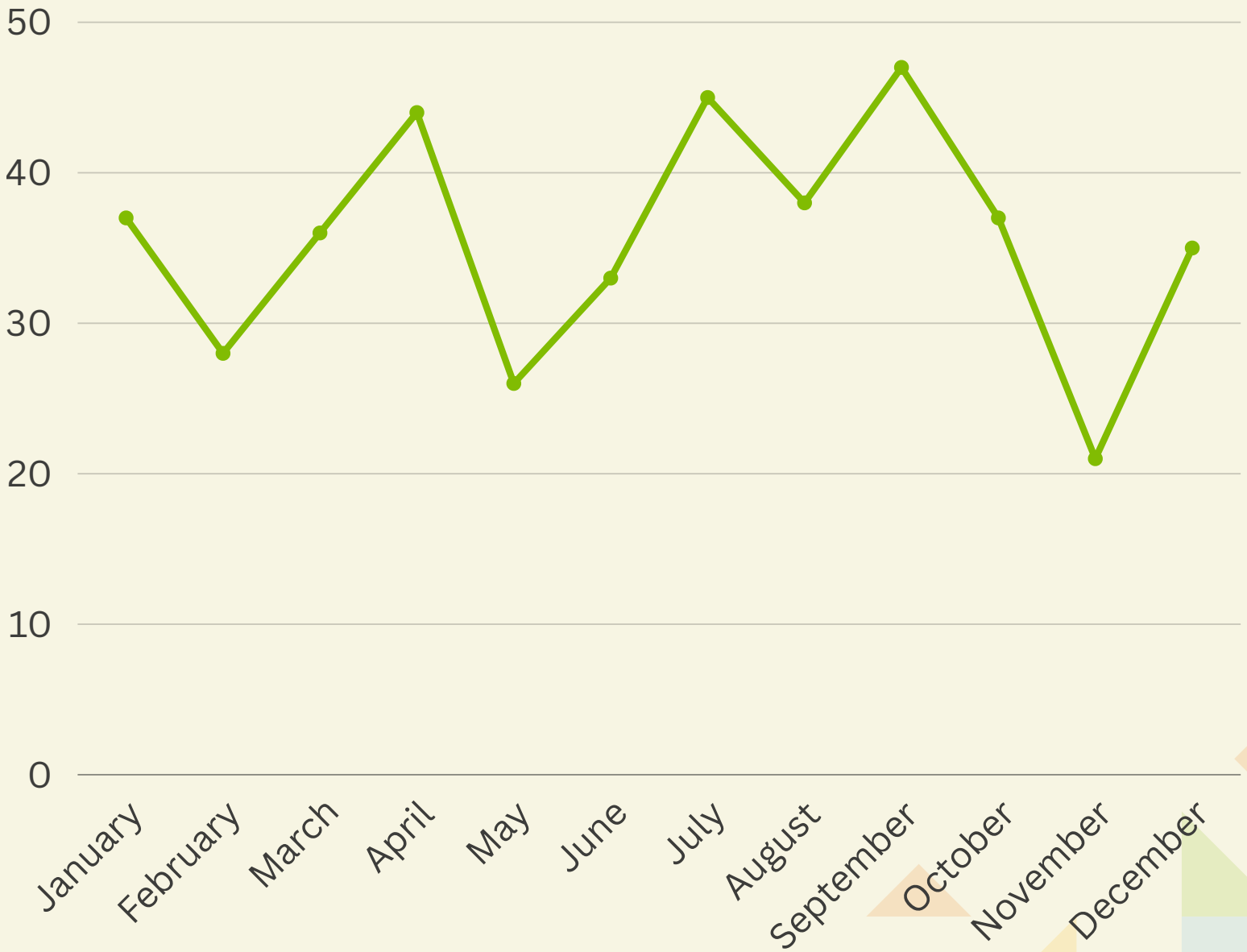
**55% Average  
Graduation Rate**

**Women are  
5 X's  
More Likely to Graduate than  
men**

82 % of our students are women and 18% are Men. Women continue to be our most popular graduates

# One-on-One Meeting Data

427 Meetings in 2025



# One-on-One Meeting Data

- They are starting a business and have questions
- They are looking for more resources or funding.
- They want to connect with other organizations and businesses.

## Top 3 Reasons for meeting

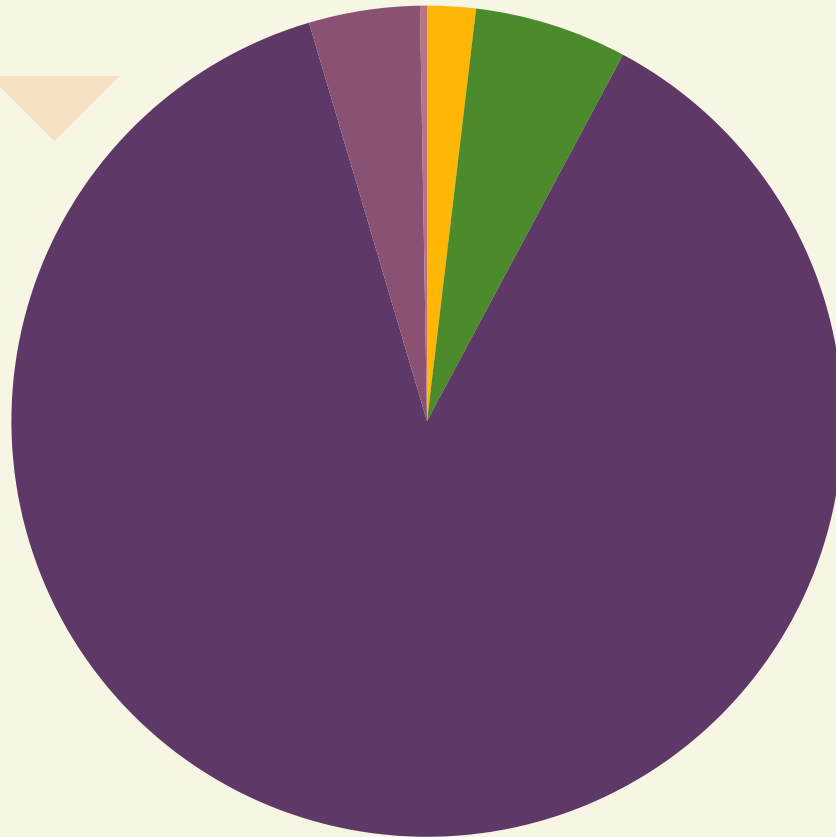
## Top 3 Industries

1. Restaurant/ Food Related Businesses
2. Retail Businesses
3. Construction Related Businesses

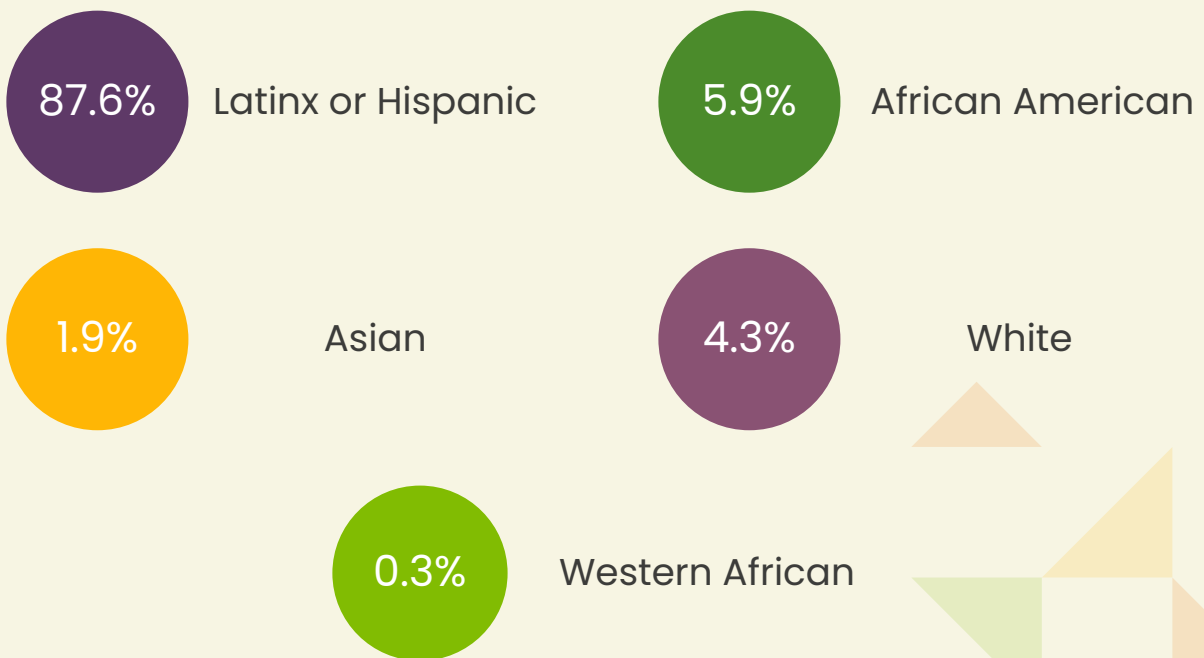
60.7 % of our clients are Women with 39.3% of our clients being Men.

## Majority Women Clients

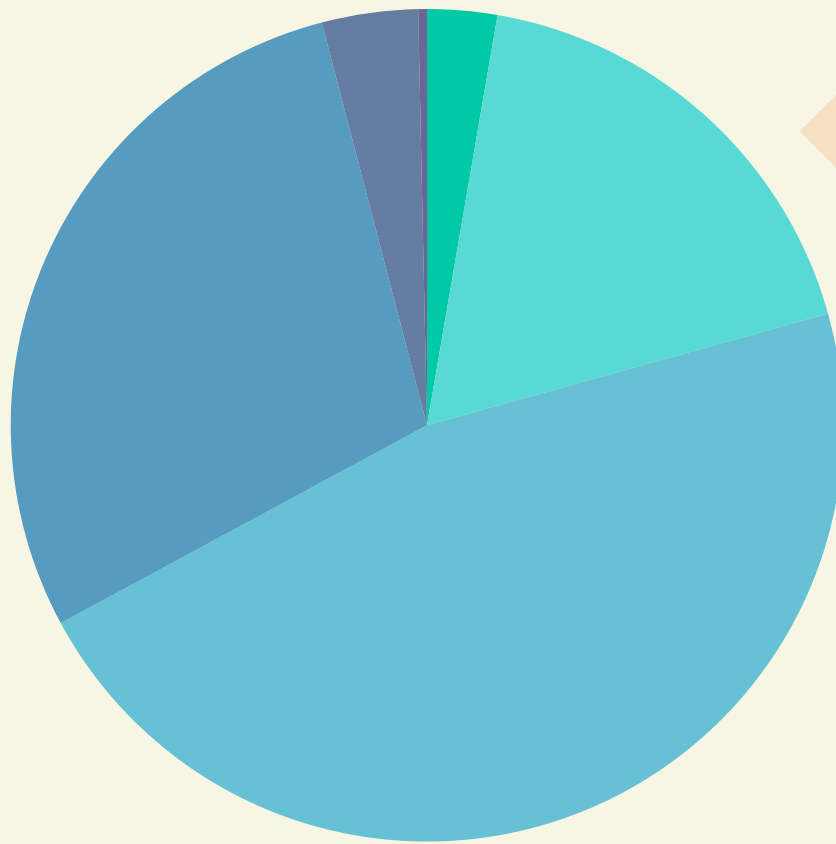
# One-on-One Data



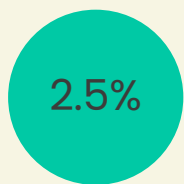
## Client Racial Demographics - The Toolbox 2025



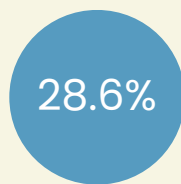
# One-on-One Data



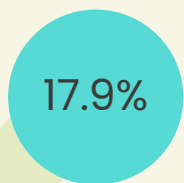
## Client Age Demographics - 2025



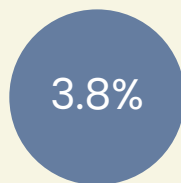
18 - 24 Years Old



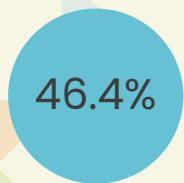
45 - 54 Years Old



25 - 34 Years Old



55 - 64 Years Old



35 - 44 Years Old



65 - 74 Years Old

# Takeaways & Goals



Gabriel Munoz  
Executive Director

## ***Takeaways from 2025:***

In 2025, our biggest improvements were made internally. We had updated our software for our services to better collect information more accurately, and we were able to increase our staff to help with our growing initiatives.

## ***Goals for 2026:***

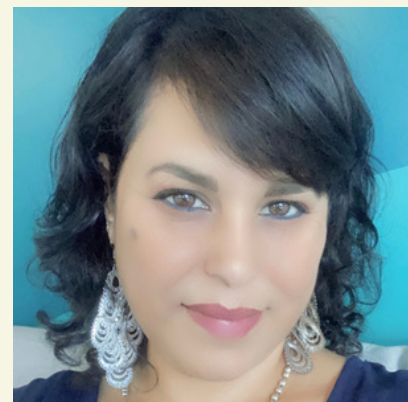
1. Develop a Donor Campaign to diversify our funds
2. Celebrate our Five Year mark as an organization

## ***Takeaways from 2025:***

After deciding to be more strategic with our programming, it was exciting to see that the change did increase our participation and graduate rates! It has also been helpful having more staff because now we can offer more programs at different times and locations.

## ***Goals for 2026:***

1. Increase participation in our programs
2. Provide more programs at different times to better accommodate entrepreneur's schedules



Norma Loya  
Small Business Navigator  
& Facilitator

# Thank you to our Funders



**hispanicfederation**

Taking **Hispanic causes** to heart



**LLSC GREATER KANSAS CITY**



**KANSAS HEALTH  
FOUNDATION**



**EWING MARION  
KAUFFMAN  
FOUNDATION**



THE GREATER KANSAS CITY  
**HISPANIC  
DEVELOPMENT  
FUND**



Entrepreneurship  
Education Initiative

**El Centro**



SU CONEXIÓN A LA COMUNIDAD



**Hispanic Heritage  
FOUNDATION**



# Thank you to our Partners & Supporters

KC **Source** LINK<sup>SM</sup>

**Welcoming KC** >





# THE TOOLBOX

SMALL BUSINESS RESOURCE CENTER

**Website**

[thetoolboxkc.com](http://thetoolboxkc.com)

**Facebook Page**

The Toolbox: Small  
Business Resource

**Phone Number**

913-386-5020

