



E-Spectrums News Source

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Contact us at 816-763-1981 or info@bizspectrums-mw.com



Welcome all *E-Spectrums News Source* readers to our first newsletter of the summer.

We are appreciative of the opportunity to share with you information on two valuable members of the diverse business community.

Our business spotlight for this month is the wholly minority woman owned small business, Mid-State Aerospace, Inc., a leader in hose and fastener technology.

The Hispanic Economic Development Corporation is this issue's featured community organization. The organization has been impacting the economic growth of the Kansas City Latino community since 1993.

Enjoy your newsletter!

Business Spotlight: Mid-State Aerospace, Inc.

A Certified Small Disadvantaged Business (SDB), Mid-



State Aerospace, Inc. has been a premier provider of aerospace hardware and hose assemblies for commercial and military aerospace, as well as specialized industrial and marine applications since 1983.

MSA has built a strong reputation of providing exceptional service to original equipment manufacturers, government agencies, and maintenance repair providers that includes the

following:

- Boeing
- Hawker Beechcraft
- Cessna
- Bombardier/Learjet
- Lockheed Martin
- BAE Systems
- Spirit Aerosystems
- Bell Helicopters
- Sikorsky
- Aero Vodochody
- Lister Petter
- U.S. Government - Industrial and Aerospace

With over 100 years of experience, MSA's assembled team of key personnel provides high quality products, unrivaled customer support and a thorough understanding of MSA's commitment to satisfying its customer's needs.

Customers being MSA's most important asset, the company is dedicated to continuous improvement and customer satisfaction. "It is our customer's confidence in the service and quality product we provide that has made it possible for this company to prosper and grow," says Cleo Brager, President and CEO of Mid-State Aerospace, Inc.

MSA has been honored over the years with numerous awards, including being recognized as the 2006 Kansas Women-Owned Business of the Year, 1997 Boeing Company Outstanding Supplier, and 1995 McDonnell Douglas Aerospace Preferred Supplier.

Contact Mid-State Aerospace, Inc. at 913-764-3600 or visit www.midstateaero.com for additional information.

Community Organization Spotlight: Hispanic Economic Development Corporation



Established in 1993, the Hispanic Economic Development Corporation (HEDC) is a certified 501(c) 3 not-for-profit Community Development Corporation (CDC) founded for the purpose of developing and implementing economic development initiatives that positively contribute to the quality of life for Latinos in the Greater Kansas City Metropolitan Area.

HEDC utilizes its designation as a CDC to access various resources and tools while creating partnerships that allow the organization to continue to positively impact the communities it serves.

Business Development Program

The business development program provides unique one-on-one consultation services for current and aspiring entrepreneurs. HEDC is the only organization which offers bilingual and

bicultural planning, support and technical assistance to current and aspiring entrepreneurs in the Greater Kansas City Area.

In addition, the HEDC team works with area agencies and private sector organizations to ensure that clients receive the full benefits of its community's expertise. Some of its partners include First Step Fund, KC Source Link, Kansas Small Business Development Centers, Donnelly College, Johnson County Library and many other essential collaborators.

HEDC also provides a nationally recognized entrepreneurial training program, Primer Paso FastTrac (First Step FastTrac). This is a 36-hour, 12-week business training course designed for current and aspiring entrepreneurs with little or no business experience and strong initiative and potential. Participants learn about business concepts such as *marketing, market penetration, price and profitability, budgeting, researching competition, and business financials*.

"Our clients' needs, potential and opportunities are always growing, which requires a constant effort on the part of HEDC to ensure that we measure the impact of our programs as well as the quality of our service delivery," says Robert Zarate, HEDC business and economic growth director. "We consider the numbers of clients served, businesses created, jobs created, and overall economic benefit of our clients. This is accomplished through ongoing support and alumni services, which allows us to track clients' progress and challenges."

HEDC also offers:

- Workshops that emphasize on personal and professional development;
- The Hispanic Entrepreneurship Leadership Program (H.E.L.P.) for YOUTH, a partnership with Donnelly College in which youth are able to create a business plan for current business owners, whether it's an employer or family member;
- And a LIVE radio call-in program that was created in the Fall of 2007 to focus on Hispanic small businesses in the area and can be heard every Monday from 12:30 p.m. to 1:00 p.m. on La Super X 1250 AM.

For additional information contact HEDC at 816-221-3442 or visit www.kchedc.org.

Announcement: JWW & Associates, LLC Seeks Businesses to Join Network



Your Access to
Business Connections

JWW & Associates, LLC is currently seeking businesses interested in participating in the Bizspectrums-mw.com database.

This database is exclusively for businesses meeting the criteria of "Seal of Approval" rating.

"For more than a year, our concentration has been on interviewing representatives from the buying community about what it takes to meet or exceed their expectations for potential contracts with business owners," says President and CEO Janet W. Watson. "We have created a business tool, which helps to promote specific goods and services to the buying community."

Watson, with more than ten years of business experience, project and resource development, is using her marketing expertise to assist business with making procurement connections to customers. Businesses interested in participating are encouraged to complete the goods and services assessment, which JWW & Associates, LLC will complete with you.

JWW & Associates, LLC looks forward to working with you as your "External Market Partner."



Thank you for your support and continued readership.

Sincerely,

A handwritten signature in black ink, appearing to be 'JW', with a long horizontal flourish extending to the right.

Janet W. Watson, M.A.
CEO and President, JWW & Associates, LLC