

## **2016 Economic Development Agency / Vendor Service Agency Funding Application**

Applications for 2016 funding must be complete and submitted electronically to the City Manager's Office at [ctoomay@lawrenceks.org](mailto:ctoomay@lawrenceks.org) by 5:00 pm on Friday, May 15, 2015.

Please note that funds will be disbursed according to the following schedule unless otherwise agreed to in writing:

- o First half of funds will not be disbursed before April 1
- o Second half of funds will not be disbursed before October 1

### **SECTION 1. APPLICANT INFORMATION**

Legal Name of Agency:

Lawrence Creates Inc.

Contact Name and Title:

Barbara Kerr/Eric Kirkendall  
Co-Directors

Address:

Lawrence Creates Makerspace  
512 East 9th Street  
Lawrence KS 66044

Telephone:

785-550-3408

Fax:

Email: bkerr@ku.edu

## **SECTION 2. REQUEST INFORMATION**

A.

Program Name: Lawrence Creates Economic Development Program

B.

Amount of funds requested from the City for this program for calendar year 2015: \$60,000

C.

Did you receive City funding for this program in calendar year 2014? If so, how much? No

1. How would a reduction in city funding in 2015 impact the ability of your agency to provide services to/on behalf of the City?

Not applicable.

2. If you are requesting an increase in funding over 2014, please provide a justification for the increase.

The Lawrence Creates Makerspace received no city or grant funding in its first two years of operations. We were completely funded by members, and operating with 100 percent volunteer labor.

The Lawrence Creates Makerspace is an economic development organization based on the principle that economic development starts with the individual - with people learning, teaching, sharing, collaborating, designing, building, and creating products, services, businesses, and better lives.

Our mission is to empower community residents to learn new skills, develop products and businesses, create art, and build their future. We create opportunities for collaboration, learning, mentoring, and innovation. We provide shared workshops, tools, services, and training for artists, designers, inventors, engineers, architects, makers, hobbyists, and other creative people.

We serve individuals and the cultural, arts, business, and other organizations of Douglas County. We help residents develop new skills, products, and businesses; enhance the reputation of the region as a creative hub; and contribute to the quality of life and economic development.

### SECTION 3. PROGRAM BUDGET INFORMATION

Provide a detailed budget for the proposed program using the following categories: personnel (list each staff position individually and note if new or existing), fringe benefits, travel, office space, supplies, equipment, other.

#### 2015 BUDGET for Economic Development

Training Director	.50 FTE	\$25,000
Fringe Benefits		7,000
Equipment		
3-D Large size printer		6,000
Recycled plastic filament producer		2,000
Laser cutter		6,000
Publicity and outreach expenses		4,000

### SECTION 4. PROGRAM OBJECTIVES

Please provide three specific program objectives for 2015. Objectives should demonstrate the purpose of the program and measure the amount of service delivered or the effectiveness of the services delivered. A time frame and numerical goal should also be included. Examples include, "75% of clients receiving job training will retain their job one year after being hired," "increased fundraising efforts will result in a 15% increase in donations in 2015," "credit counseling services will be provided to 600 clients in 2015," "new digital arts program will serve 275 students in 2015," etc. **Applicants will be expected to report their progress toward meeting these objectives in their six-month and annual reports to the City.**

#### Purposes of Program

The nonprofit organization Lawrence Creates Inc. acquired space for the Lawrence Creates Makerspace at 9<sup>th</sup> and New Jersey Street in May 2013, and formally opened its doors on June 1, 2013. The co-founders Eric Kirkendall and Barbara Kerr began the operation without external funding of any kind and intentionally built a program and budget strictly upon membership fees (\$20 a month) and individual contributions as an experiment in emergent economic development community. That is, the financial sustainability, organizational structure, and policies depended entirely upon the members who gathered together. Programming, however, was data-driven. The previous year, our core team had completed the Lawrence Final Fridays Impact Analysis and Recommendations under contract to the City of Lawrence, in which we documented the economic value of Lawrence Final Fridays, and Lawrence's competitive advantage as a creative community.

We also collaborated with KU graduate students in Psychology and Research in education to perform a survey of local artists and innovators and documented their needs for studio space, fabrication equipment, training and other services, community, and help with promotion and sales.

We formed the Lawrence Creates Makerspace to meet those needs.

#### Program Goals

1. To build a solid Makerspace infrastructure which includes a wood shop, hand tools, artist tools, computer infrastructure, art gallery, design studio, computers, LCD projectors, 3-D printer and prototype array. All of these goals except the prototype array were accomplished in 2014. **We are asking assistance from the City of Lawrence for the very expensive equipment that makes it possible for inventors and designers to take an idea from design to prototype in order to demonstrate it for investors.** This prototype array should include a larger scale 3-D printer than the one we have, a laser cutter, and a Filabot which can reduce costs of 3D printing greatly by creating the filament needed out of recycled plastic.
2. To build an organization of 120 dedicated dues paying members who deliver classes, produce arts and technology shows, create startup businesses and new jobs. In 2014, we recruited 77 dues paying members who have delivered approximately 140 classes to the public on creativity, sewing, sculpture, computing, home automation, 3D printing, screen printing, and other topics. We've held weekly meetings for creative people from throughout the community, 22 art shows serving dozens of artists, and special creative events for the Lawrence Public Library and other organizations. In just 24 months, we've hosted over 200 creative events enjoyed by thousands of people. In addition, we provided office space for two other non-profit organizations, and provided meeting space for others. Most importantly, the Lawrence Creates Makerspace has enabled many of our members to earn additional income from training classes (they keep 75% of the revenue), library events, and other activities. Our members have created at least two prototypes for new products in the Makerspace, and one of our members has a design currently under consideration by a major clothing manufacturer. Many Makerspace members and attendees of our public classes have learned new skills they can apply to improve their lives. Most telling, of the 19 originally unemployed members, 12 now working in full time jobs in arts, technology, and education **We are asking assistance from the City of Lawrence to pay a training director who recruits teachers and members for classes, who designs curriculum, and who oversees the use of technology and shop equipment.**
3. To build partnerships with Lawrence nonprofits, schools, entrepreneurs, and Makers. In 2014, we partnered with KU for the very successful Recycle/Reuse program in which our volunteers collected all the residence halls' furniture for recycle. We partnered with Van Go Inc., the Lawrence Arts Guild, Lawrence and Free State High School, VISTA, the Social Service League, KC Hammerspace Workshop, and our new fiscal sponsor, the Sustainability Action Network, to build community and share and space. Our presentation at the KC Maker Faire of our EEG-driven graphics program (Brainhacking) and prototypes led to our being named by Make Magazine as "One of the Twenty Most Interesting Makerspaces in the World.) **To increase our visibility as an economic development engine, we are asking assistance from the City of Lawrence for funds to publicize our work in order to build more partnerships.**

## Program Objectives

### **Prototype Array Expansion**

We believe, our organization has matured to the point that we will enter the next phase: expanding our economic development program and for the first time, seeking external funding for new programming. Our surveys of members have shown a need for the creation of a prototyping array. We have 3D design and printing capacity, but the keystone of a prototyping array is a laser cutter. This piece of equipment, although expensive, can reduce the costs for an inventor/entrepreneur for developing a prototype from the current price range of \$10,000 -30,000 fabrication fees to less than \$200 for self-made metal, plastic, and glass prototypes of inventions. A filament producer that recycles plastic makes the use of a larger 3-D printer possible by providing an immediate source of the foundation material. **Our objective is to increase our**

**prototype array from 1 to 2 3-d printers, and add equipment to complete the prototype array.**

#### **Professional Training Director**

Inventor/entrepreneurs also need assistance with presenting their product to investors, using crowdfunding platforms, creating business plans, seeking patents, and transitioning to production. Our volunteer communications consultants, business leaders, attorney, and intellectual property intern have so far helped with this process, but a formal structure of training is needed to power the economic development program in the future. **Our objective is to move from 100% volunteer training to a paid training director who will increase membership from 77 to 120, and who will increase class sessions from 140 to 280.**

The Training Director will recruit instructors; schedule classes; promote classes; train teachers; and ensure that safety and training protocols are in compliance with policies. The Training Director will increase participation in current classes by 100%. Economic development classes will be expanded to include three new, continuous classes "Selling Your Artwork"; "Seeking Traditional and Crowd Funding Startup Support" and "Creating your Prototype with 3D/CNC/Laser Cutter." At least 300 unemployed and underemployed creative adults will take economic development classes throughout the year resulting in a 50% increase in art sales and services (\$22,000 to 44,000) and increase from 240 new technology and art products to 360 new products and new funding class completion rate of 80%.

#### **Publicity and Partner Outreach.**

A new program modeled on Final Friday Arts will be created by Training Director for 12 monthly Third Saturday Maker Nights, displaying new technology and inventions and featuring consulting and networking with inventors and technology leaders in Lawrence. These maker nights will serve as the venue for an increase in partnerships from 10 to 20 partnerships, and will be promoted, along with Final Friday Arts program, through 12 additional publicity and outreach media activities.

**Applications for 2015 funding must be complete and submitted electronically to the City Manager's Office at [ctoomay@lawrenceks.org](mailto:ctoomay@lawrenceks.org) by 5:00 pm on Friday, May 2, 2014.**

Please contact Casey Toomay, Budget Manager at [ctoomay@lawrenceks.org](mailto:ctoomay@lawrenceks.org) or at 785-832-3409 with questions.