

ENTREPRENEUR SPOTLIGHT

Bern: Small Kansas Community or Entrepreneur Hotspot?

Bern, KS is home to only 200 residents but boasts two new businesses started with the help of Northeast Kansas Enterprise Facilitation. Mediation Services owned by Don Young, Sr. and For the Nations owned by Nancy, Karyn, and Grace Miller.

Project Outcomes:

(June 2, 2003 thru July 31, 2006)

- ◆ Total Clients Assisted: **295**
- ◆ Businesses Started: **24**
- ◆ Businesses Expanded: **7**
- ◆ Jobs Created: **86**
- ◆ Businesses Retained: **4**
- ◆ Jobs Retained: **13**
- ◆ Tune-Ups of Existing Businesses: **32**

Mediation Services:

Don Young, Sr. was one of the first Enterprise Facilitation clients to start a business. He launched his mediation practice, Mediation Services, in January 2004. As a state certified mediator, Don helps parties resolve their conflicts in a mutually agreeable fashion. Don initially became interested in mediation while taking a class on the subject as he studied for ordination as a pastor. Mediation appealed to his passion for bring people together.



After further training on the subject, Don decided to start his own practice and contacted Facilitator Janet Griesel. Of the help provided, Don said, "I would advise anyone contemplating starting a business to call Janet. She's got the resources." Also, Don credited Janet's coaching during the planning process with helping him to stay calm and focused on his ultimate goal when roadblocks arose.

Two years after launching the business, Don is involved with an exciting new program offering victim/offender mediation for juvenile offenders in the 22nd Judicial District. The program offers an alternative to the traditional juvenile justice system and allows the offender and victim to meet face-to-face with a mediator and negotiate restitution. The program is available for free to juvenile offenders and victims in Brown, Doniphan, Marshall, and Nemaha counties who meet certain criteria. For more information on the juvenile offender mediation program or mediation of any kind, contact Don at 785-336-6179 or youngdl@nvcs.com.

For the Nations:

Owned by the mother daughter team of Nancy, Karyn, and Grace Miller, For the Nations offers both ready to wear jewelry and a large selection of beading supplies. A desire to financially support Christian mission work led the three women to the idea of starting a business. They chose beading because of its current popularity and their own interest in making jewelry. Also, contributing to their decision was the fact that daughter Karyn had lived overseas for four years and was able to purchase a wonderful assortment of glass beads, pearls, and crystals in China as well as silver from Thailand.



When making decisions about starting the business at the start of 2006, the trio called their accountant and Enterprise Facilitator, Janet Griesel. Nancy explains, "We wanted to explore all our options including the possibility of setting up a non-profit organization. Janet provided information and resources on this as well as trademarking, importing, and marketing." In April, the business participated with Enterprise Facilitation in the KNZA Home, Garden, & Sports Expo at the Sac & Fox Casino where the response to their jewelry was very positive.

Currently, For the Nations jewelry is available for purchase at the Bern Meat Plant, Timeless Treasures in Fairview, and Campbell Vineyard & Winery in Holton. You can learn more about For the Nations by calling 785-336-3931 or e-mailing forthenations06@yahoo.com.

For more information about Enterprise Facilitation, contact:

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