

## Kansas City Running Company Video Transcript

My name is Troy Fitzgerald and my company is KC Running Company. And we have many different things that we do here in the community. We manage and time and market area 5k's, 10 k's and ½ marathons. And then we also have the retail running store side of the business as well.

I started in Kansas City about 2008 working on one race here in town and then kind of grew from there. We work with probably over 100 different charity races a year. From the very beginning stages of meeting with the clients and finding out what their needs are for their different charities and hopefully at the end of the day make the race a better experience.

Some of the challenges we had early on where it was literally just me working out of my car. It just kept getting bigger and bigger and bigger as we started going farther and farther. And helping races with different components of it, I needed staff, it couldn't be just me. And so, I started hiring friends basically just on weekends to come out and help me set up. I couldn't be in three different places at one time.

I started going to the State Line branch and that's where I met Mr. Robie and many of their staff that I think are still there. They started early on with just some minor banking needs of this was my first time in the entrepreneurial world of getting a business account and working through wire transfers and how do I need to do this, cutting checks for that, and just making sure I got started on the right foot

As I expanded I needed to grow my business a little bit more and went back to them about a commercial loan for a building and went through that process that I have never been through before. Hand and hand with those guys over there. Everything I have business wise is run through Commerce Bank.

I don't think there has been a problem they haven't been able to fix that I've been in there that I've had. I think they'll always be a part of where I go to start off to where I can ask them questions. And they have, they have been a huge help. I mean I never thought I'd have a building. Commerce Bank does all my personal banking, they do all my business banking. They're everything I need right now, and everything I ask.