



*Celebrating 40 years of Growing
Kansas One Business at a Time*

**2023
Kansas
Small
Business
Awards**

Kansas Small Business Development Center

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About the Kansas Small Business Development Center

Our clients tell our story best

Every year we choose two or three clients from each of our service regions that exemplify small business success. Our objective is to honor them at our annual Kansas SBDC Existing, Emerging, and Exporting (E3) Small Business Awards. Our goal is to highlight both the impact of small business in our Kansas communities and the impact of our work with these same businesses.

This program includes summaries of their stories along with information about the Kansas Small Business Development Center (Kansas SBDC). We hope you find it useful.

Who We Are

The Kansas SBDC is part of America's Small Business Development Center Network, the most comprehensive small business assistance network in the United States.

Our purpose is to help existing and aspiring Kansas business owners achieve their goals in a complex local, regional, and global marketplace. At the Kansas SBDC, we work to understand your business and its opportunities by forging relationships with your team that facilitate trust, cooperation, and ultimately meet your definition of success.

Each year we assist more than 3,000 businesses like the ones featured in this program. Whether you are trying to strengthen an existing business or start one from the ground up, we are here to provide advice, resources, and support. Any current small business owner or individual interested in pursuing a small business is encouraged to contact their regional center (see Kansas SBDC Locations on the back of the program or visit our website at kansassbdc.net to learn more.

About the Kansas Small Business Development Center

Our Services

The ins and outs of starting a business can seem like a confusing, tangled knot of paperwork, plans, and preparation. Advisors at the Kansas SBDC can simplify and help start-ups and owners through the creation, expansion, and transition of their business.

Start

Get trusted advice from advisors. The Kansas SBDC has been helping Kansas start-ups for 40 years. **LET** (LLC, EIN, and Tax Account) us help you with your business startup registrations. Then we can teach you how to hire your first employee. Along with the initial business planning setup, your advisor can help find loans and grant opportunities for your business. Advisors can also help new innovators pitch to Tech Scouts for government SBIR/STTR grants.

Grow

Learn how to improve your business. Make your marketing work better for you. Advisors will take a review of your business approach and provide observations and recommendations. Leverage digital versus traditional marketing to watch your business grow. Access exclusive training opportunities, like Profit Mastery, to see key performance indicators. Kansas SBDC Advisors will also work with business owners who are wanting to grow their markets through exporting products outside of the United States. Our advisors can also teach owners how to protect their businesses and mitigate risks. You can protect your business by implementing cybersecurity tactics and protecting your intellectual property as well as developing a continuity plan in case of an emergency.

Exit

Ready to move on to the next phase of your life? Kansas SBDC advisors will help business owners who are interested in selling their business to internal or external buyers. By working with owners on how to make the most of their business value, they address retirement or exit financial needs and plan for what happens after owners sell. Kansas SBDC clients are often unsure of what steps to take to make a smooth transition so we help them plan for a future with which they can be comfortable. Kansas SBDC advising helps reduce the stress of the process.

You can learn more about the services we provide by visiting our website kansassbdc.net

Frequently Asked Questions

How can you help my business?

We can help in a variety of ways. The primary way we help is by working with you to find out what your needs are and helping you develop a strategy to reach your goals.

How do I use your services?

Start by contacting the center nearest you. A map can be found on the back of this material. To learn more about our services and how to contact your nearest SBDC, visit kansassbdc.net.

Is there a charge for Kansas SBDC services?

Kansas SBDC advising services are provided at no cost to our clients. Workshops, seminars, and online training are offered at low-cost or no-cost to clients as well.

However, we do offer specialized fee-based consulting if you need something beyond general advising.

Why do you provide advising at no cost? Why don't you charge?

When the SBDC was established in 1983, the federal-government decided that they would not charge for advising. Essentially, since our government is funded by the taxpayer, they decided that the taxpayers had already paid for the services.

Can I see a business advisor without an appointment?

We would suggest scheduling an appointment to meet with us. As a first-time client you can complete some helpful forms before you meet with an advisor to make the most of your time together. Learn about how to become a Kansas SBDC client at kansassbdc.net.

Do I have to become a client to attend one of your online or in-person classes?

No. Online classes and in-person classes, workshops, and seminars are open to anyone that is interested in improving their business performance, starting a business or exploring a business idea

How do I learn more about a class I might be interested in taking?

Your best option would be to contact the regional SBDC office that is hosting the event. They can provide you with more information on workshops in your area. Find your local SBDC on the back of this program, or visit kansassbdc.net.

I already own a business. Can I still use the Kansas SBDC?

Absolutely! We encourage it. Approximately half of the businesses we serve are already in business when they seek out our help. We can help with marketing, management, operations, expansion, cash flow analysis, inventory control, strategic planning, and pricing your products and services.

Does the Kansas SBDC loan money for my business startup?

The Kansas SBDC does not provide loan or grant money. However, we will assist you in developing your business plan and financial projections and identifying potential sources of capital.

Will a Kansas SBDC advisor help me write a business plan?

The Kansas SBDC will provide resources and guidance in the process of writing your business plan. Many centers have accelerated business plan training courses that can help as well

How confidential are your services?

Our services are highly confidential. We can't even confirm with our business partners if you are our client without your written permission.

How do I find a center in my area?

Look on the inside back cover or visit us online at www.kansassbdc.net/contact

What kind of impact do you have in Kansas?

A huge impact. For every \$1 that was invested in 2020 by the state and federal governments as well as our local funders, we returned \$45 to the tax base. By helping our clients increase sales, more sales tax was paid. By helping our clients grow to hire more employees, more federal and state employment tax was paid.

What if I have more questions?

Call your local center, visit our website at kansassbdc.net, or email info@ksbdc.net. We'll be happy to help!

Impact

We know that helping small businesses in Kansas pays dividends to every citizen living in the state. But did you also know that our work puts money into the federal government?

Why do we care?

Since each and every person that works at the Kansas SBDC is a taxpaying citizen, we make a concerted effort to ensure that the dollars invested in the Kansas SBDC are well-spent, flowing back into our communities many times over. Why? Because we live and work and take our kids to school in these communities as well. We hold ourselves to the highest level of accountability and measure the difference we make in our clients' businesses everyday.

We know that everything we do to help grow small businesses in Kansas needs to make a difference today, tomorrow, and well into the future. It needs to make a difference in the small business owner's life, in his or her business, immediate community, county, and beyond.

How do we know that we've made a difference?

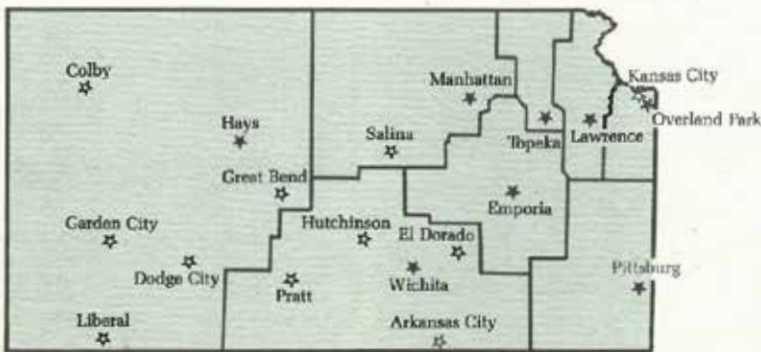
Our small business clients tell us.

Each year we conduct a series of surveys to measure impact. Clients are asked to respond and report the difference that the Kansas SBDC has made in their business. We ask how we've helped them grow and retain employees, increase sales, and secure capital to grow their businesses.

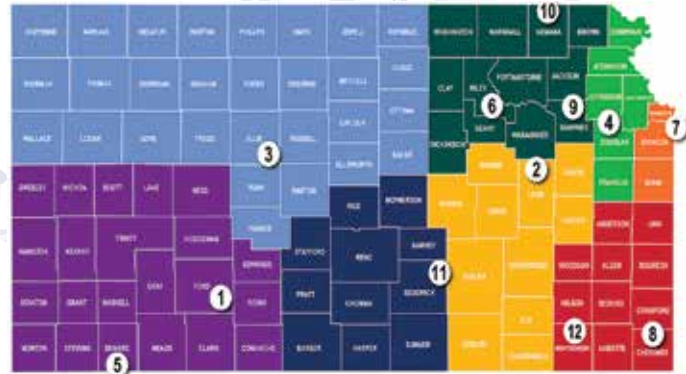
Basically, we're measuring a return on your taxes as they are used in the SBDC program. To understand how we calculate our impact, return is measured by calculating sales and income tax on client revenue, jobs created, and jobs retained. Numbers are calculated based on self-reported and affirmed client surveys, independent scientific study, and legislative audit.

Additionally, we compare the performance of our business clients with all of Kansas businesses. We use information from the Kansas Department of Labor and Revenue to compare our performance. Since we started measuring this in 2002, our clients have consistently outperformed all Kansas businesses when comparing average annual sales and jobs growth.

40 Years of Serving Small Businesses!

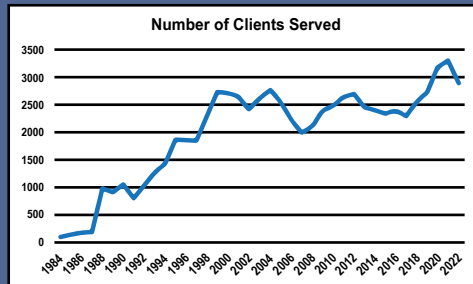


* Regional Center
○ Associate Center

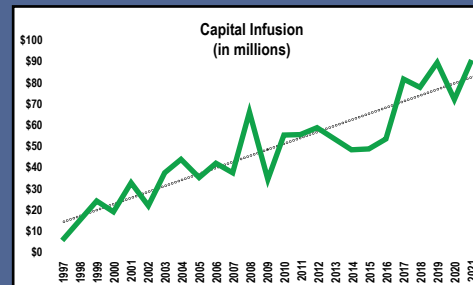


1983 1980's Kansas SBDC Consisted of 8 Centers and 11 Associate Centers

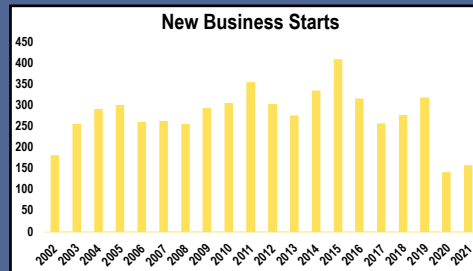
2022 2022 Kansas SBDC Consisted of 8 Centers and 4 Sub-Centers



Total Clients Served
104,229



More than \$1 Billion
of Capital Infused



More than 10,000 New
Businesses Started

Counseling Hours
501,259

Training Classes
21,454

Training Attendees
228,995

Partners

Alphagraphics-Downtown KC
Apex Business Advisors
Arvest Bank
B2B CFO
Bank Midwest
Bank of Blue Valley
Better Business Bureau, Inc.
Bish Enterprises
BizBuySell
Block22 Foundry
Booz Allen Hamilton
BriefSpace
CBD Plus
Central Bank of the Midwest
Central National Bank
Chanute Regional Development Authority
Cherokee County Economic Development
City of Iola
City of Lawrence
City of Liberal
City of Marion
Commerce Bank
Constangy, Brooks, Smith & Prophete, LLP
Core Bank
Country Financial
Corporate Resources Group, Ltd.
CrossFirst Bank
Crux KC
Culture Index
Davis Business Law
DeSoto Chamber of Commerce
Dodge City Ford County Development Corporation
Douglas County
Eby Construction
Fanska CPA
First Business Bank
First Citizens Bank
First National Bank
Foreman Law
Formation Ag
FranNet
Gerson Martinez
Global Parts
Great Plains Development Inc.
Grow with Google
GrowHays
H&R Block Hays
The Healthy Bourbon County Action Team, Inc
iBossWell

Heartland Soil Services
Hemp Economic Development Group
Hemp Harvest Works
Hemp Home Styles
Hemp Industry Daily
Hempire USA
Hodgman County Economic Development
Human Plant Solutions
Jennings Social Media & MarTech
John C. Pair Horticultural Center at Kansas State University
Junction City Chamber of Commerce
Kansas Cannabis Business Association
KanCanna
Kansas Farm Bureau
Kansas Hemp Consortium
Kaw Valley State Bank
Keller Leopold Insurance
KLG Social Media
K-State School of Business
Kyle Danner Family Business Advisor
Landmark National Bank
Law Office of Rick Gier
Lawrence Chamber of Commerce
Leawood Chamber of Commerce
Lenexa Chamber of Commerce
Liberal Chamber of Commerce
Lillian James Creative
Lyon County State Bank
Manhattan Area Chamber of Commerce
Meritrust Credit Union
Oliver Insurance
Montgomery County Action Council
Name Brand IDENTITY
Neosho County Community College
NorthPoint Logistics
Payne & Jones Chartered
Peoples State Bank
Personey M&A Consulting, LLC
Pinots Pallet - Olathe
Pottawatomie County Economic Development Corp.
Prelle Eron & Bailey Development Corp.

Retreat to Joy
SCCC Business & Industry
Seward County Economic Development Corporation (SCDC)
Shawnee Blinds
Shawnee Chamber of Commerce
SHRMJC
Spring Hill Chamber of Commerce
Standard Construction
Strategy LLC
Summit Employment
Sunflower Bank
Small Business Bank
Tallgrass Hemp
Thrive Allen County
Transworld Business Advisors
TriCorps Security
U.S. Hemp Growers Association
UBS
Wealth Strategies Group
Westar Energy
Westerlund
Wichita State University
Workforce Alliance of South Central Kansas

Federal

U.S. Small Business Administration
U.S. Department of Agriculture
U.S. Patent and Trademark Resource Center

State

Kansas Department of Commerce
Kansas Air National Guard
Kansas Department of Agriculture
Kansas Department of Commerce
Kansas Department of Labor
Kansas Department of Revenue
Kansas PTAC

Host

Emporia State University
Fort Hays State University
Johnson County Community College
Pittsburg State University
Seward County Community College
University of Kansas
Washburn University
Wichita State University



Allen Meat Processing Emporia State University - Existing

Problem Identification: Donna and Mike Uhl approached the Kansas SBDC at Emporia State University for assistance in creating an effective and efficient business plan for their business, Allen Meat Processing, in Allen, Kansas.

Assistance Provided: The Uhls worked with the SBDC to write a business plan, which made it possible for them to secure the resources needed to buy their business from the previous owner in 2019. Donna said that her experience with the SBDC stood out because of the support of her SBDC advisor, Tom Byler. “SBDC understood what we needed, when we needed it. All the taxes, required business forms, due dates of required documents, etc., melted together in my brain. I was so overwhelmed, and I had to figure it out. They had the resources for my needs, and I still use the knowledge I gained.”

Results Achieved: Donna and Mike gained a long-term understanding of business, taxes, and management, making them confident in operating Allen Meat Processing. Donna said, “SBDC had a course that explained how to take our numbers and determine our measurements, such as calculating profit and loss. With this knowledge, I created a concrete business plan and obtained the resources needed to expand on the current building.”

Allen Meat Processing is a small custom meat processor that does not consider other small processors as their competition. They know firsthand that all small meat processors located in rural areas have challenges, so they make sure to support one another as a means of long-term sustainability. “We look at the big meat packers as our competitors. There is a lack of knowledge about locally sourced meat options. Small, rural meat processors make up less than 1% of the meat processed in the U.S.” Donna explains, “It is hard to call big meat packers competitors, but what makes us stand out from them, is knowing that you are buying locally sourced, quality meat, and supporting local businesses.”

Donna’s advice to new business owners is, “Be prepared to sweat, cry, and lose sleep, but it is worth it. Do lots of research and keep a list of steps you need to do. Unfortunately, no book exists that can tell you every step you must take. When things go wrong and not as planned, it is hard, but make the best decisions knowing they might not be the right decision. Things work out and dealing with anything that arises becomes normal.”



Trox Gallery and Gifts

Emporia State University - Emerging

Problem Identification: Kaila Mock approached the Kansas SBDC looking for support in creating an effective and efficient business plan for her startup, Trox Gallery and Gifts, in Emporia, Kansas.

Assistance provided: Kaila worked with the SBDC advisor and regional director, Lisa Brumbaugh, to draft a complete business plan and develop financial projections. Kaila said, "I was provided with tools and resources for scenarios that I didn't even know existed."

Results Achieved: With the tools and support given by the SBDC, Kaila was able to access the capital necessary to make her dream for a diverse and inclusive space for artists of all backgrounds a reality. In February 2020, she opened a gift store and gallery space for the underserved community of artists in the area.

Trox opens the door for young artists, new artists, experienced artists, and creatives of all kinds to have their work recognized publicly, in a professional setting, without the perceived stuffiness or exclusivity of other regional galleries and gift shops. Her advice for new business owners is, "Know your resources. Get to know your community, what you can do for them, and what they can do for you. Link up with the SBDC, MainStreet, the Chamber of Commerce, Community Foundations, Schools, local non-profits, businesses you frequent or admire, and community leaders. There are so many free opportunities to get support. Find those resources, lean on them, and know that you're not alone."

Kaila deeply values the community and never misses a chance to showcase that. She explains, "Treating the artists I represent with respect, shoppers like friends, employees like family, and my competitors with dignity builds more than just a gallery and shopping destination but brings a community together around art."



GTR Limousine and Party Services **Fort Hays State University - Emerging**

Problem Identification: Owner of GTR Limousine and Party Services, Ruth Joiner, approached Kansas SBDC to help with a business plan to secure enough funding to start her business.

Assistance Provided: Kansas SBDC helped her business with its goals, budgeting, and loan acquisition. Ruth was very happy with the services provided and had lots of good things to say about their advisor. Ruth stated, "My Business advisor, Susan Penka, was very friendly and extremely knowledgeable. She was quick and thorough and always made time to help me and answer my questions. Susan went above and beyond my expectations and provided my business plan to me very quickly."

Results Achieved: The client was successful in securing a business loan. She also mentioned how her banker was impressed with the business plan and said, "If everyone came in with a business plan like this, I would be more confident to write more loans for businesses."

Her advice to new businesses is: "Be honest and kind and you will find a good support system around you in the community. Never be afraid to ask for help and/or advice. And most importantly, remember it's not about you, it's about helping others. You can get where you want by helping more people get where they want."

GTR Limousine and Party Services provides unique vehicles at an affordable cost when compared to anything else in the state. The party buses are large, accommodating up to 34 people. The interiors are elegantly designed, with multiple mini bars, extravagant lighting, premium sound systems, and a dance pole. What stands out the most is the personalization that GTR provides its customers, by making the experience unique and enjoyable.



Little Building Blocks Johnson County Community College - Existing

Problem Identification: Little Building Blocks Early Childhood Development Center (LBB) was at capacity and approached Kansas SBDC to help with a financial plan that forecasted their revenue and growth, with the goal of expanding their facility to increase the number of children and families they can serve.

Assistance Provided: Receiving funding was crucial since the business was kept on growing and needed the infrastructure to do so. Marcia Booton, the owner of LBB, emphasized how KSBDC was instrumental in the growth of her business. She said, "I was able to build a strong business plan outlining my full growth plan. I was then able to find a local developer that came on board and built us a build-to-suit location that fit all our needs."

Her advisor, John Addessi, played a pivotal role in the successful development of her business plan. "I contacted John Addessi and spoke with him about what the goal was and how I did not really know where to start. He worked with me on looking at my numbers, the growth we had - and where we wanted to go. We developed a financial plan and were able to show that the business would be able to support the expansion," Marcia said. She was also connected with Vincent Haworth, the director of the Capital Access Center (CAC), and together they used the financial plan and built it into a full business plan outlining the numbers, marketing, growth, and development options.

Results Achieved: The Client was successful in securing funding for her business and was able to build a strong business plan outlining their full growth potential. The new location doubles capacity – and LBB is nearly full once again! Marcia said, "John and Vince were able to help me find financing opportunities through local banks and eventually find the best fit."

LBB prides itself on being an extension of their student's families. Marcia explained, "Students feel at home in our center and know that we provide a safe place for them to grow. We develop relationships with our families and maintain these relationships through active and open communication. We maintain our staff for extended periods of time, which helps deliver consistency and continuity of care." LBB has been in business for 17+ years and has served more than 2000 children in their community as well as employed several hundred people.

Marcia's best advice for new businesses is- "Know your numbers. When you do not have a clear picture of what your income needs to be compared to what your operating costs are, you will not make it. You also need to build savings to help you through tough times. If you do not know your numbers, get help to learn how!"



Cap Creation LLC

Johnson County Community College - Emerging

Problem Identification: Rashawnda Wright approached Kansas SBDC to help with financial projections and funding for her business. Cap Creation is a truly unique and special business because it creates an inclusive and hair-diverse graduation environment for high school and college students. Students with large, curly, textured hair have had problems fitting their graduation caps for years, so Cap Creation developed a product that transforms the existing graduation cap to fit ALL hair types.

Assistance Provided: The client worked with the Kansas SBDC to build their comprehensive financial forecast and to learn about different ways to secure the funding needed for their business, including debt and equity finance. They also received contact information for banks, lawyers and other local resources. The client said that her experience with the SBDC stood out because of her SBDC advisor, John Addressi. She said, "John Addressi is amazing to work with, the level of detail and resources he provides is very thorough and well put together."

Results Achieved: The Client secured the knowledge she needed on funding strategy and was successful in developing an effective financial forecast. The team of Cap Creation LLC was able to put together their pitch deck and prepare for their first round of funding.

Cap Creation LLC is not Rashawnda's first business. In fact, she is a serial entrepreneur and has worked with her KSBDC advisor on two other businesses, a mobile gaming company and a thriving salon. Rashawnda has also evaluated other business opportunities with her advisor.

For Rashawnda, teamwork is crucial for product development, marketing efforts, and launching the product into the market. Building a strong support system to include mentorship, advisors and board directors is vital for a successful business. Her advice to new businesses is straightforward. She said, "Follow your dreams, be patient and stay the course. Also, be flexible and ready to pivot when the time arises."



Aero-Mod



Aero-Mod Inc. **Johnson County Community College - Export**

Problem Identification: Aero-Mod partnered with the Kansas SBDC to become more proficient in the practices and tools available to KS companies to export their products. The company specializes in custom-designed wastewater treatment facilities, by offering the latest engineered solutions.

Assistance provided: Andrew Ryan connected with SBDC Advisor, John Addressi, who helped him by establishing and maintaining a network of experts in the mechanics of exporting and export finance. The client shared, "The team at JCCC SBDC are professionals. John is a great teacher, every person he put us in touch with has been eager to help and they too are experts and professionals in their fields. They have advised and equipped us for success."

Results achieved: The Client successfully completed a multimillion-dollar contract with a customer in North Africa and is well into their second equally large project in the same region. They have also gained knowledge to begin making investments of resources into expanding back into the Latin American export market.

When asked about how his business stands out next to the competitors, Aero-Mod President Todd Steinbach said, "We have brought more of the production in-house as opposed to competitors who have to out-source most of their fabrication. Because of this, we have better control over our quality control and our ability to innovate." His advice for new businesses was to keep the expenditures low as financing was one of their greatest challenges. He elaborates, "Even if you have a few good years, keep the expenditures (other than necessary) down. With difficulties in financing, a stable company needs to build up its war chest."



Home Sweet Home Dog Resort University of Kansas - Existing

Problem Identification: Anthony Barnett approached the Kansas SBDC for help in creating a business plan and cash flow projections along with the market analysis he needed in order to receive access to the capital he needed for his enterprise.

Assistance Provided: Although the business had already been established for several years by the time Barnett reached out to the KU Small Business Development Center, Barnett was seeking an outside perspective and got exactly that when he connected with the local SBDC office at the University of Kansas

Results Achieved: The Client was able to build a strong business plan outlining their full growth plan including cash flow assistance, market analysis as well as capital access. After working with the KU SBDC Team, Barnett said, "My advisor is fantastic. He is very smart, has good thoughts and questions, and bouncing ideas off someone I think so highly of gives me confidence to make some tough decisions."

Barnett understood that he was not the only one that needed help with business needs, so he had a few words of advice for others that are considering a similar path. "There is always a way, just keep at it and you will find the right path and the right time."

Since 2004, Home Sweet Home Dog Resort provides fun, mental/physical stimulation, and socialization for dogs. Whether it's for a day of daycare or a boarding stay, they care for all the dogs as if they were their own.



Fields and Ivy Brewery

University of Kansas - Emerging

Problem Identification: Cory Johnston established Fields and Ivy Brewery and approached the SBDC to help develop their business plan and assist with their cash flow analysis.

Assistance Provided: The client had a vision to create a brewery that offered his community beers produced from homegrown grains in Kansas. Before his dream could turn into reality, Johnston needed help getting started and was immediately connected with University of Kansas - Small Business Development Center. Johnston shared that the “expert advice and unexpected networking opportunities” made his experience stand out when he worked with the Kansas SBDC. KU SBDC had a few words to say about their experience helping Johnston. “Cory has done a fantastic job of communicating a vision, then executing on that vision. As often happens, there have been some roadblocks that could not have been anticipated. F&I has shown a lot of resilience in overcoming.”

Results Achieved: The Client successfully developed a business plan and was also assisted with their cash flow analysis. To any individuals looking to start up a business of their own, Johnston shared a small piece of advice. He said, “Have access to capital, use consultants if you’re not an expert, hire the best talent you can afford.”



Roto-Rooter of Pittsburg

Pittsburg State University - Existing

Problem Identification: Braden Peak wanted to purchase an existing Roto-Rooter franchise and approached the Kansas SBDC for help in creating a business plan, mentoring, and obtaining funding.

Assistance Provided: Dacia Clark, the assistant director of PSU SBDC helped prepare Braden with the additional tools needed to purchase a business that he had spent 20 years working for and was passionate about.

Results Achieved: Braden took the tools and knowledge he had gained and was able to successfully purchase the business. Braden said “The SBDC provided us with necessary resources and so much more guidance than we could have ever imagined”. His experience with the SBDC stood out because of his advisor. To quote Braden: “Dacia Clark was fabulous and very instrumental in making our dream come true of purchasing a business. I would recommend anyone to her.”

Roto-Rooter of Pittsburg is an individual franchise through Roto-Rooter Corporation. It utilizes state of the art equipment to diagnose, clean, or repair anything drain related. The firm provides its services for fellow professionals as well as individual businesses and homeowners, which allows it to view most of the local companies in their field as allies/partners rather than competitors.

The most crucial thing in the business according to Braden is the sum of all the moving parts. He explained, “Family, employees, customers, quality service, and our equipment are all crucial. If one of those parts has issues, then the sum is not what it should be.” His advice to new businesses is “Hiring good employees and retaining them, being organized, and planning to spend ample time in developing a business. Braden said, “Your business is what you put into it.”



Lyons Realty Group Pittsburg State University - Emerging

Problem Identification: Bailey Lyons approached Kansas SBDC to help her plan for her business and set up her LLC.

Assistance Provided: Kansas SBDC helped her business by accomplishing all the goals she wanted to fulfill through SBDC. Lyons said, “The SBDC was knowledgeable and helpful every step of the way!” Lyons’ advice to new businesses is –“love what you do, and be confident in your abilities to do it! When you believe in what you are doing, and you truly enjoy doing it, it will reflect positively in all of your efforts - and you’ll have a lot more fun going through the whole process - the good, bad, and everything in between.”

Lyons mentions that “clients can expect the utmost professionalism, unmatched work ethic, effective marketing, and exceptional customer service from everyone on our team,” She also adds that, “often-times, we are helping our clients with what is, or what will be, one of their biggest assets, and that is not something we take lightly. Everything we do is a cumulative effort to ensure our clients are confident in our abilities and trust that they’re in the hands of competent, capable, caring professionals. While we have many clients at any given time, we want each one of them to feel like they are our only clients. I believe if we do that very well, everything else will fall into place.”

Results Achieved: Lyons was successful in making an effective and efficient business plan and also was able to set up her LLC. Bailey has been consistently listed in the Top 200 of agents out of 13,000 agents in the Kansas City area MLS over the last 2 years. In 2022, the Fort Scott Area Chamber of Commerce awarded Bailey as their Business Person of the Year. Bailey/Lyons Realty Group has been featured in Top Agent Magazine and KC Real Producers magazine. Lyons Realty Group has been the top selling brokerage in Bourbon County since inception in 2021.

Lyons Realty Group is a full-service brokerage, assisting clients in all facets of real estate including residential, commercial, and land. The Group is comprised of Bailey, the owner and broker, as well as two agents and an office administrator. Bailey opened Lyons Realty Group with a vision of a fresh, modern brokerage that was client focused, data driven, and results oriented. With hard work and dedication, that vision has played out and as such, Lyons Realty Group has seen much success!



Wichita Pet Wellness, LLC

Wichita State University - Existing

Problem Identification: Christy Rafferty approached Kansas SBDC to help with creating an effective and efficient business plan for her business.

Assistance Provided: The client worked with the SBDC and was able to create a concrete business plan. The guidance of her mentor, Frank Choriego, was integral to the opening of her business. Christy said, “Frank evaluated my business plan, orchestrated the development of my estimated cash flow plan, provided me with business connections, and was a constant and indomitable source of encouragement. This willingness to help me succeed on the part of KSBDC and my advisor amazed me.”

Results Achieved: The Client was able to make her idea of a veterinary clinic/pet daycare/dog training facility a reality. She emphasized how KSBDC helped the development and success of small businesses. She said, “I am so extremely glad this service is available in our community. Small businesses are essential to our community on so many distinct levels. Veterinary school provided absolutely no guidance on how to open a veterinary clinic, but Frank and KSBDC gave me a crash course and helped me to open a business that allows my team and I to make a positive difference in Wichita.”

Wichita Pet Wellness is the only veterinary practice in Wichita focused on Fear Free principles. This means one of their main objectives is to provide care for pets as low-stress as possible. To accomplish this, their team members are certified in Fear Free handling techniques that are gentle and slow. Christy explains, “We perform exams on the floor or in an owner’s or a team member’s lap, our exam rooms are like living rooms with no exam tables, we have floors that pets will never slip on, we use soothing colors, sounds, and smells to calm our patients, and we use medication when needed to prevent and treat fear, anxiety, and stress.” Christy measures success by doing what she loves, helping pets and their parents, and realizing enough profit to support our team adequately and continue forward with their goals. Her advice to new businesses is, “Surround yourself with good people.”



Sew in 2 Quilts LLC

Wichita State University - Emerging

Problem Identification: Karna Lackey approached Kansas SBDC to help with the business plan and funding for her business.

Assistance Provided: Kansas SBDC helped her business “Sew in 2 Quilts” by determining if the business plan was feasible and reviewing their financial projections before proceeding to attain necessary funding. Sew in 2 Quilts is a fun and creative quilt shop that gives the utmost importance to customer service and support.

Results Achieved: The client was successful in receiving the funding. She was also provided with a lot of vital resources that included local networking opportunities.

The client was gracious for all the wisdom shared, and recommendations made by SBDC. Her business advisor Frank Choriego was very encouraging. She said, “Frank looked at my spreadsheets, and provided me with a better template for financial projections. He worked with me looking at the numbers and was super encouraging that this would be a business we could run with. He provided information that helped me search for funding. Without Frank, I would still be working for someone else instead of having a very successful business of my own.” She added how local people discouraged her by suggesting that she needed a huge capital amount of personal money. “They asked why I thought I could do any better than the previous owners of a quilt shop in our location. We left feeling like this was not possible,” Karna said.

Her advice to new businesses is quite simple - “Keep believing in yourself and your business.”

SLUGGERS



Coldsteel Sluggers LLC **Washburn University - Emerging**

Problem Identification: Kris Wetherington approached Kansas SBDC to help with the funding for his business.

Assistance Provided: The Client connected with SBDC Advisor, Nadia Arbelo, who walked him through his funding plan by connecting the client with necessary resources and sharing with them her knowledge on how to use the funding to benefit his company. Kris shared, “Nadia has been an inspiration to Coldsteel Sluggers. From the very first day we met, I could see her energy towards my business was going to be a contributing factor to our success.”

Results Achieved: The Client was successful in securing adequate knowledge for his business and was successful in opening up their own Indoor Baseball and Softball Academy.

When asked about how his business stands out next to the competitors, Kris said, “We are more than batting cages. We provide training for the youth with players who are still in the game. We have trainers who do one on one sessions who are in high school and college still playing the game. Our facility is a 24/7 facility to allow players the flexibility to train at their convenience. Most importantly, you don’t have to be affiliated to use the facility, we are open to the public. Like most sports, baseball and softball are seasonal, however; we promote that training year-round will make you a better ball player.” Kris believes that consistency is the most crucial element for a successful business. He elaborates, “I have to be consistent in the way I handle day-to-day business, how I interact with my employees and the customers. Provide both with my time and leadership. For the trainers, reinforce those expectations and allow them to train their students. Trainers who are consistently evolving their students will see results in the game. For the customers, the business needs to operate to consistently favor the customer’s needs.”



Stumpy's Smoked Cheese **Washburn University - Existing**

Problem Identification: Quint and Stacy Cook approached Kansas SBDC to help devise an effective and efficient plan for their business.

Assistance Provided: The Client connected with SBDC Advisor, Karl Klein who walked them through the business plan by connecting them with necessary resources. He also shared with them his knowledge and advice on how to grow their business. SBDC also helped them create their own marketing material by helping them hire a graphic designer. "We enjoy working with Karl Klein, he has great resources and brings a lot of wisdom and experience to the table. He is also great at connecting us with his resources," Quint shared and added, "We wish we knew the ends and outs of running a small business! We've had to learn everything along the way, The Kansas SBDC has been very helpful!"

Results Achieved: The Client was successful in securing adequate knowledge for their business and was successful in opening up their own retail establishment.

Stumpy's Smoked Cheese is very unique; there are no other smoked cheese businesses in the state of Kansas that are licensed properly to sell to the end consumer or other retail locations. Their process is unique and allows them to smoke cheese in the hot summer months unlike any other! They've also supported other local businesses in their success by carrying their products in their retail location.



Hickory Hollow

Seward County Community College - Emerging

Problem Identification: Hickory Hollow Pumpkin Patch is a historic farm established in 1911 and has been home to seven generations. Allison Langlois of Hickory Hollow approached the SBDC to help address all local and state guidelines, in addition to any new business requirements.

Assistance Provided: Langlois was successful in addressing all the government guidelines effectively and efficiently. They were provided with various vital resources, which included local networking opportunities. The client was gracious for all the wisdom shared, and recommendations made by the Kansas SBDC. She said, “Even after our initial encounter, our business advisor, Ashley Still, continued to reach out with helpful information and resources as she saw it relevant to our industry. This constant resource was extremely reassuring and helpful.”

Their advice to new businesses is to make sure that one is passionate about what they are doing. Allison mentions that although this advice is considerably simple, it is difficult to follow. Langlois mentioned, “Our seasonal farm requires year-round planning, and we are continually implementing those plans. It is a 24/7 operation and is constantly on our minds.” She adds, “But because we love our business, it rarely feels burdensome.” Apart from the number of sales coming in, Allison measures the success of her business by witnessing genuine, unprovoked smiles and glee on the faces of her guests, young and old.

Results Achieved: The Kansas SBDC provided Allison Langlois’s business with knowledge, resources, and confidence. This confidence allowed them to successfully open an Agritourism destination and safely provide a memorable outdoor experience for the whole family.

RSVP

Medspa
&
Cosmetic Eye Institute



RSVP Medspa & Cosmetic Eye Institute Capital Access Center - Existing

Problem Identification: RSVP Medspa & Cosmetic Eye Institute approached Kansas SBDC for assistance with their financial projections and funding for the acquisition of an existing business.

Assistance Provided: A central role of the Kansas SBDC is assisting clients with funding for business starts, expansion or, as in this case, a business purchase. Vince Haworth, the director of the Capital Access Center (CAC) which is a part of the Kansas Small Business Development Center (SBDC) along with John Addessi, advisor for Johnson County Community College SBDC helped her achieve her business ownership goal with their tremendous guidance and support through developing detailed financial projections and identifying multiple interested lenders.

“They guided me every step of the way,” said Dr. Fu, “And they cared about my personal growth just as much as they cared about my business. They reached out to a lot of different lenders on my behalf and offered me great advice. Vince and John were also very personable, and every few days they made sure to check in on me.”

Results Achieved: The Client was successful in securing adequate funding for her business. With her background in medicine, Selena, an Oculoplastic Surgeon makes sure to be on site every day to provide direct physician supervision since she noticed that a lot of other businesses lacked in the same area and are usually run by investors. Dr. Fu noted that the work that goes into a business is far from easy, but well worth it, and she advises others to, “Always make sure to verify your steps.”



KSBDC Centers
 KSBDC Business Support Center Kiosks

7 day a week assistance (800) 949-7661 English • (800) 707-0580 Spanish

1. Dodge City. (SCCC region)
 101 East Wyatt Earp,
 Dodge City, KS 67801
 ksbdc@sccc.edu | 620-371-3871
 Counties Served: Seward Outreach

2. Emporia. Kansas SBDC at ESU
 1 Kellogg Circle, 104 Cremer Hall,
 Emporia, KS 66801
 ksbdc@emporia.edu | 620-341-5308

3. Hays. Kansas SBDC at FHSU
 600 Park Street, Custer Hall 110,
 Hays, KS 67601
 ksbdc@fhsu.edu | 785-628-5615

4. Lawrence. Kansas SBDC at KU
 718 New Hampshire,
 Lawrence, KS 66044
 785-843-8844

5. Liberal. Kansas SBDC at SCCC
 2215 North Kansas Ave.
 Liberal, KS 67905
 ksbdc@sccc.edu | 620-417-1955

6. Manhattan. (WU region)
 501 Poyntz Ave.
 Manhattan, KS 66502
 ksbdc@washburn.edu | 785-587-9917
 Counties Served: Riley Outreach

7. Overland Park. Kansas SBDC at JCCC
 240 Regnier Center, 12345 College Blvd.
 Overland Park, KS 66210
 ksbdc@jccc.edu | 913-469-3878

8. Pittsburg. Kansas SBDC at PSU
 402 North Broadway, Suite B,
 Pittsburg, KS 66762
 ksbdc@pittstate.edu | 620-235-4921

9. Topeka. Kansas SBDC at WU
 719 South Kansas Ave. Suite 100,
 Topeka, KS 66603
 ksbdc@washburn.edu | 785-215-8375

10. Wetmore. (WU region)
 334 2nd St.
 Wetmore, KS 66550
 ksbdc@washburn.edu | 785-276-9246
 Counties Served: Nemaha Outreach

11. Wichita. Kansas SBDC at WSU
 5015 East 29th St. N,
 Wichita, KS 67220
 ksbdc@wichita.edu | 316-978-3193

12. Independence. (Montgomery County)
 Action Council - PSU Region)
 115 S 6th St,
 Independence, KS 67301
 ksbdc@pittstate.edu | 620-331-3830
 Counties Served: Montgomery Outreach



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