



# 2021

**KANSAS SMALL BUSINESS AWARDS**

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SBDC Advisors: Frank Choriego

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SBDC Advisors: Frank Choriego

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SBDC Advisors: Maria Denninson

State Legislators: Rep. Marty Long & Sen. John Doll

Federal Legislator: Rep. Tracey Mann

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SBDC Advisors: Will Katz, Taylor LaRue, & Kristina Mease

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Federal Legislator: Rep. Jake LaTurner

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SBDC Advisors: Will Katz

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SBDC Advisors: Bill Carey

State Legislators: Rep. Nick Hoheisel & Sen. Dan Kerschen

Federal Legislator: Rep. Ron Estes



# 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 14,000 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) or visit our website at [kansassbdc.net](http://kansassbdc.net) to learn more

## Our Services

We provide no-cost advising and low-cost consulting in a variety of areas. Our core and specialty services include, but are not limited to:

### Market Research

We break down the complexity of market research by helping decision makers within your business find the data they need to make critical decisions including which markets to pursue, which to avoid, and where to locate.

### Succession and Exit Planning

We assist our clients through the challenge of leaving their business. By working with owners on how to make the most of their business value, we address their retirement or exit financial needs, and help them plan for what happens after they sell.

### Technology Commercialization

We work with clients to give them the ability to run their existing business while expanding through research and development. We assist clients interested in working with the U.S. government and private enterprise by helping them develop meaningful connections to move forward with commercialization.

### Strategic Planning

We work with our clients by providing a customizable approach to fit their specific business needs. When our clients need a team to provide a fresh look and outside perspective, we step in and help small business owners develop strategies that allow them to meet their current obligations and future goals.

You can learn more about the services we provide by visiting our website [kansassbdc.net](http://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](http://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 service.

## 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](http://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 more information on workshops in your area. Find your local SBDC on the back of this program, or visit [kansassbdc.net](http://kansassbdc.net).

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

Absolutely! We encourage it. As of 2017, 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 your business partners if you are our client without your written permission.

## How do I find a center in my area?

Look on the back cover or visit us online at [www.kansassbdc.net/contact](http://www.kansassbdc.net/contact)

## What kind of impact do you have in Kansas?

A huge impact. For every \$1 that was invested in 2018 by the state and federal governments as well as our local funders, we returned \$24.1 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](http://kansassbdc.net), or email [info@ksbdc.net](mailto:info@ksbdc.net). We'll be happy to help!

# Our 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 take a very concerned interest 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 every day.

We know that everything we do to help grow small businesses in Kansas needs to make a difference in the short term, interim term, and long term. 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. And even though our return on investment is impressive, keep in mind that our impact is a conservative estimate with 43% of our clients completing survey requests in 2018.

Additionally, we compare the performance of our business clients with all of Kansas businesses. We use information from the Kansas Departments 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.

## Our 2019 Results

Through these surveys we found that in 2019 (the most recent year for which we've collected data) for every \$1 invested in the Kansas SBDC network, \$45 was generated in new taxes at the federal and state levels.

In 2019, 319 respondents indicated that they started new businesses. And, as you might guess, starting a new business translates to new jobs, new sales, and new investments.

A total of 5,466 jobs were created or retained in 2019. It's estimated that

these jobs would have generated \$208 million in sales revenue.

## More on the Math

It is estimated that the increased sales, and created/retained jobs would have generated a total of \$22,903,084 in sales and income taxes to the State.

The return on investment from the Kansas Department of Commerce was 31.9:1, which means for every one dollar that the Kansas SBDC spent from KDOC, Kansas small businesses in the study returned \$31.9 in income and sales tax revenue to the state government.

The created and retained jobs reported by the businesses in the sample would have generated \$95,202,118 in individual income tax revenue for the federal government. The return on investment from the U.S. Small Business Administration was 88.5:1, which means for every one dollar that the Kansas SBDC spent from the SBA, Kansas small businesses in the study returned \$88.5 income tax revenue to the federal government.

The Kansas SBDC spent a total of \$2,615,893 from local partners, KDOC, and SBA funds in 2019. The return on the combined local, state and federal investment was 45.1:1.

Questions? Contact Greg Jordan, Kansas SBDC State Director, at 785-296-6514.

# Partners

Partners provide the funding and substantial resources that make it possible for the Kansas SBDC to provide no- and low-cost services to small businesses across the state of Kansas.

We'd like to thank our partners listed on this page as well as many other businesses and organizations that sponsor training programs and provide resources at no cost to our clients.

Our training sponsors and resource providers in 2020 include:

Adams, Brown, Beran and Ball  
Apex Business Advisors  
Arvest Bank  
Bank Midwest  
Better Business Bureau, Inc.  
Bish Enterprises  
BizBuySell  
Booz Allen Hamilton  
BriefSpace  
CBD Plus  
Central National Bank  
City of Lawrence  
City of Liberal  
City of Marion  
Commerce Bank  
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Country Financial  
CrossFirst Bank  
City of Iola  
CrossFirst Bank Wichita  
Denning Bookkeeping Solutions  
Dodge City Ford County Development Corporation  
Douglas County  
Ember Enterprises  
Encompass Why, LLC.  
Fanska CPA  
First Business Bank  
First Citizens Bank  
First National Bank  
Formation Ag  
FranNet  
Glacial Hills RC&D

Global Parts  
GrowHays  
H&R Block Hays  
iBossWell  
Hemp Harvest Works  
Hemp Home Styles  
Hempire USA  
Junction City Chamber of Commerce  
KanCanna  
Kaw Valley State Bank  
Keller Leopold Insurance  
KS Hemp Consortium  
K-State School of Business  
Kyle Danner Family Business Advisor  
Law Office of Rick Gier  
Lawrence Chamber of Commerce  
Lyon County State Bank  
Manhattan Area Chamber of Commerce  
Meritrust Credit Union  
Oliver Insurance  
Montgomery County Action Council  
Neosho County Community College  
Payne & Jones Chartered  
Peoples State Bank  
Pottawatomie County Economic Development Corp.  
Retreat to Joy of Hays  
Rural Economic Workforce Alliance  
Salina Chamber of Commerce  
Salina Economic Development Organization  
Seward County Economic Development Corporation  
Bank of Blue Valley  
B2B CFO  
SHRMJC  
Sunflower Bank  
Small Business Bank  
Tallgrass Hemp  
TriCorps Security  
U.S. Hemp Growers Association  
UBS  
Westar Energy  
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



# Osage Hardware | ESU Emerging



Osage Hardware is a small-town Hardware store and Garden Center, owned by Colton and Danielle Hallgren. They bought this business in 2018 because they wanted to own their own business and continue to provide a needed service to their community. Since then they have also provided additional services and products to homeowners, contractors, business owners, property managers, and many others in Osage City and the surrounding area.

The Hallgrens pride themselves in owning a business in Osage City that is centered on their community and provides phenomenal customer service, creating a place where customers are comfortable whether it is a routine purchase or that tricky do-it-yourself repair that requires some expert advice.

They also provide products and services that were previously unobtainable in Osage City. "We offer a wide range of products and services that you can't find anywhere else," said

Colton and Danielle Hallgren. For instance, they used their space wisely and started offering more fishing gear, and in the spring, a variety of bedding plants populate the premises.

During the buying process, the Hallgrens faced a few challenges, leading them to reach out to the Kansas SBDC at Emporia State University for assistance.

The biggest obstacles were the same ones many small businesses face when trying to buy a business; developing a business plan, purchasing a building and inventory, preparing financial projections, setting goals for the growth of the business, and understanding the process of the business transition.

To help with these areas, they contacted the Kansas SBDC at ESU and worked with SBDC advisor Lisa Brumbaugh. The SBDC assisted the Hallgrens in the purchase of their

store, preparing a business plan, understanding the financial side of the existing store, and generating their own financial projections, so they were prepared to take over once the purchase was completed. After Osage Hardware opened with its new owners, ESU SBDC Advisor, Tom Byler, added his assistance as both advisors continued to help with marketing, accounting, QuickBooks, and other financial assistance opportunities to help the Hallgrens through the Covid-19 pandemic.

The help from the Kansas SBDC is long lasting and can be used even after the beginning stages of a small business. "We have been able to use our projections as guidelines for the past two years and our customer base has grown because of our marketing efforts," said the Hallgrens. "The Kansas SBDC did everything well! They were so helpful, they drove to us if needed, and met later in the evening to accommodate our schedule. We love the Kansas SBDC!"

"Take it one step at a time," the Hallgrens said. "Always have something to work toward or another concept to master."



@osagehardware



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The Kansas SBDC at Emporia State University serves the following counties: Butler, Chase, Chautauqua, Coffey, Cowley, Elk, Greenwood, Lyon, Marion, Morris, and Osage. Contact the team at [ksbdc@emporia.edu](mailto:ksbdc@emporia.edu), or call them at (620) 341-5308. Kansas SBDC Advisors: Lisa Brumbaugh & Tom Byler

# Williams Towing & Recovery | ESU Existing



In 2018, Clint Drake became the owner of Williams Towing and Recovery located in Emporia, Kansas. Drake offers towing, equipment hauling, roadside repair, and in shop repairs. The primary customers include UPS, MFA, SWIFT, among other corporate truck lines. Williams Towing works with private enterprises that receive service within the community as well.

The service and experience at Williams Towing are one of a kind and customers know their needs are met with a high level of care and expertise.

"We pride ourselves on our work and 100% stand behind our product. The people and the experience they have sets us apart" said Drake.

Drake ensures a well-paying job to nine full-time and three part-time employees, while also providing a phenomenal service that is needed in Emporia

and the surrounding area. He plans to continue finding ways to grow and diversify Williams Towing and Recovery as he takes his business forward. Drake plans to expand the services his business provides by adding at least two new locations within the next five years, and three to four new locations within 10 years.

After becoming a business owner, Drake was aware that he would need some assistance, and he was referred to the Kansas SBDC at Emporia State University. He was introduced to Kansas SBDC advisor Lisa Brumbaugh.

Brumbaugh helped Drake with financial projections, a certified business valuation to be used with SBA financing, and provided him with

QuickBooks assistance.

"Lisa was able to accurately forecast what my business would be capable of doing if I continued on the path I started," said Drake. With the advice and help from the Kansas SBDC, Drake was able to grow his business, and that was a rewarding process for everyone involved.

According to Brumbaugh, some of the most rewarding aspects of working with Drake were "working with a client who sincerely wanted to understand the financial side of his business and stay on top of it with accurate financial information, watching the client grow his business and meet his projections, and working with a Veteran who is very driven to succeed in his own business".

As for final advice, Drake said, "Trust yourself. Gather any and all information before making a decision. Be a man or a woman of your word."



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[www.williamstowingks.com](http://www.williamstowingks.com)

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# Post Rock Pet Boarding, LLC | FHSU Emerging



Heather Holliman-Pope and Kylie Sander were tired of the daily grind. They had set their hearts on creating an environment that allowed them to not only contribute to their community, but to give them the work/life balance they yearned for.

In the summer of 2017, with Heather's veterinary experience and Kylie's 10 years of pet care, the two made a plan to open a boarding facility that provided a safe and clean environment for pets. With their drive and tenacity, as well as assistance from the Kansas Small Business Development Center, they opened Post Rock Pet Boarding, LLC in 2018.

The duo noticed the Fort Hays community had an increasing demand for small animal boarding and found an opportunity to create a place that provided a clean and comfortable environment. Post Rock offers overnight housing for a variety of animals ranging from dogs to the occasional rabbit. Others services include bathing, nail trims, and ear cleanings. Providing a professional and caring experience for pets,

and pet owners is a priority for Heather and Kylie.

"We designed and built our facility to specifically meet and exceed the needs of our boarders," said Holliman-Pope and Sander. "Post Rock Pet Boarding stands out because of who we are, how we take care for the animals staying with us and our facility."

Holliman-Pope and Sander reached out to Rick Feltenberger, Regional Director for the Kansas SBDC at Fort Hays State University, seeking assistance with business planning, real-world experiences and financial advice. They had already developed blueprints for construction and picked a phenomenal location, however, they still needed to develop a comprehensive bank package to obtain financing.

Chastity Farr, an M.B.A graduate teaching assistant at

FHSU, completed a review of the business plan, while Feltenberger provided a technical review of the financials. Feltenberger's experience as an Advisor-in-Residence for a large business incubator provided the knowledge needed to understand what was essential to obtain financing and launch a successful business.

According to Feltenberger, "The most rewarding aspect of working with Heather and Kylie was their energy and enthusiasm they brought to the project. There was no doubt of the technical skills to operate the business, but they both recognized their shortcomings when it came to owning a business. They asked great questions, and were always eager to 'get it right' as they grew their business."

"We feel like Rick offered us real life expectations, advice and encouragement to succeed," said Sander. "We continue to learn a tremendous amount about business and finance and feel like Rick helped us develop a foundation that we can build on. As our business and world changes, we have the resources and knowledge to change with it."



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postrockpetboarding@gmail.com

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The Kansas SBDC at Fort Hays State University serves the following counties: Barton, Cheyenne, Cloud, Decatur, Ellis, Ellsworth, Gove, Graham, Jewell, Lincoln, Logan, Mitchell, Norton, Osborne, Ottawa, Pawnee, Phillips, Rawlins, Republic, Rooks, Rush, Russell, Saline, Sheridan, Sherman, Smith, Thomas, Trego, and Wallace counties. Contact the team at [ksbdc@fhsu.edu](mailto:ksbdc@fhsu.edu) or call (785) 628-5615.  
Kansas SBDC Advisor: Rick Feltenberger

# Regeena's Flowers & Events | FHSU Existing



Norman and Sandy Keller were living and working in Wichita, Kansas, when they were approached with a retail concept and plans to open a home décor and gift store in downtown Hays. They often dreamed of owning their own flower shop where Norman could showcase his talents.

In 1997, this opportunity moved them home and one step closer to their goal. They were able to develop Regeena's Flowers and Events under the same storefront as CS Post and Company and operate and manage both businesses. The retail concept of a general store with gifts and home items along with a flower shop quickly became well known throughout the region as well as nationally with its online presence. In 2017, CS Post & Company ceased operations and the Keller's had the opportunity to become the owners of Regeena's Flowers and Events and transform it into their own business in a new storefront on Main Street in downtown Hays.

From the beginning, the mainstay of the business was the

unique talent and skill of Norman coupled with Sandy's exceptional customer service and oversight of the business.

"We specialize in unique floral designs using premium quality flowers and offer one of a kind customer service. We also offer a great mix of retail gift items and home accents," said Keller. "We planned to continue offering the unique floral designs and gift items in addition to adding to our corporate events, weddings and special events."

Norman and Sandy had experience with floral operations, however, becoming business owners created challenges that they were not familiar with. Knowing they would need assistance, they reached out to the Kansas SBDC at Fort Hays State University and worked with SBDC

advisor Rick Feltenberger. The start of the project included business basics of budgeting, cost management, income statements, cash flow, and balance sheets. The Kellers were also guided in the process of creating a bank package, business plan and how their case should be presented to the bank.

"Norman and Sandy are wonderful people and their dream of owning their business was the driving force behind the project. They were very ready to learn and understand the challenges of transitioning from manager/employee into an ownership role," said Feltenberger.

"The best advice we could offer is to not be afraid to ask for help with any things that you may need," said the Kellers. "With the help of Rick Feltenberger at FHSU, our bank loan officer, accountant and attorney, they assisted in setting up our LLC paperwork and state filings so we could get our business set up correctly and running in a short amount of time. All of our resources were always available to answer questions, offer advice and encourage us in our new venture."



@RegeenasFlowers



@RegeenasFlowers



[www.regeenasflowers.com](http://www.regeenasflowers.com)



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Kansas SBDC Advisor: Rick Feltenberger



# The Layne Project, Inc. | JCCC Emerging



The Layne Project, Inc. in Olathe, Kansas, was established in 2008 by Trina Nudson. Nudson provides a service that helps children transition as their family dynamics shift. Her business started with the desire to allow children the right to their childhood by preventing family disruptions, and she wanted to provide a service for the Olathe community that was different from the rest.

"The Layne Project, Inc. offers family, group and individual support, through therapy, psychoeducational groups, coaching, parenting classes, and supervised parenting time and exchange," said Nudson.

The journey to create a safe place for children and families to work through challenges was the main goal, but Nudson also had a few business challenges she had to work through in order to expand her success. Nudson reached out to the Kansas Small Business Development Center at Johnson

County Community College, and she worked with SBDC advisor, Jack Harwell. Although she only had a technician background and little knowledge about running a business, Harwell was able to assist her with the proper knowledge to develop her organization, obtain a business loan, analyze cash flow, and access COVID relief funds.

"Trina takes learning how to manage her business seriously. She is focused on working on her business and puts what she learns into practice," said Harwell.

Nudson helped families learn new techniques while she was also learning new things about being a business owner. The Kansas SBDC helped her see new perspectives, improve the company's morale, cultivate a company culture, and engage with employees. "My employees are happier, and I feel less pressure and am more invigorated

the more I learn," said Nudson.

"I have learned the importance of working on my business," said Nudson. "Learning to run a business is an ongoing journey and I am blessed to have the SBDC on my side. In the end, because of the SBDC's support, children are getting their childhood back."

When it comes to success, The Layne Project was awarded the top 25 of 25 businesses in the Metro area, acquired the funds to make a new building purchase, and most importantly, have provided families relief. When asked about the assistance from the SBDC Nudson said: "They never once judged me for my ignorance and championed me as I developed and continue to develop."

For those seeking advice on starting their own business, Nudson said, "It is not a sign of weakness to ask for help, it is a sign of intelligence."



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The Kansas SBDC at Johnson County Community College serves the following counties: Johnson, Miami, and Wyandotte. Contact the team at [ksbdc@jccc.edu](mailto:ksbdc@jccc.edu), or call (913) 469-3878. Kansas SBDC Advisor: Jack Harwell

# Kansas City Remodel & Handyman Allen | JCCC Existing



Looking for repairs or major remodel professionals – both residential and commercial? Allen Deuschle, owner of Kansas City Remodel & Handyman Allen has you covered. Deuschle owns a remodeling and handyman company that provides for residential and commercial customers. With services ranging from large room additions to small two-hour jobs, customers are sure to find a service that can fit their needs and budget. Deuschle noticed there was a need for home improvement in the Kansas City area, and he was determined to provide a unique service that was high quality at a fair price.

“We are unique because most remodeling and repair companies do not perform work for small jobs and we do,” said Deuschle. “We also stand apart because of all the commercial retail and restaurant work that we perform.”

Deuschle was seeking experts that could assist him with seeing the big picture as his business was expanding. This

created new challenges and offered greater opportunities, so he took the initiative and reached out to the Kansas SBDC at Johnson County Community College. Kansas SBDC advisor Stephanie AL Willis assisted with financial planning, data analytics, sales processing, QuickBooks, CRM/ Industry software, organizational structure, and employee issues and opportunities. Willis helped Deuschle view these opportunities in a broader scope, and his business continues to grow and expand.

“Allen is always willing to learn. He is very humble, listening to the client’s ideas and suggestions, and continually wants to improve – not only for himself, but also for his team of dedicated and skilled employees,” said Willis.

Deuschle gave credit to the support and expertise Willis shared that expanded these opportunities and success of Kansas City Remodel & Handyman Allen. “They have

advised me to analyze my business further and therefore work smarter, not harder,” noted Deuschle. “I have recently been able to purchase an office building including warehouse space, purchase and put in service much needed additional company vehicles as well as eliminate a 40-hour office position by combining and streamlining distribution of those responsibilities with others.”

Since working with the Kansas SBDC, Kansas City Remodel & Handyman Allen won a national championship with the National Association of Remodeling Industry for room additions ranging from \$100,000 to \$250,000. They received that award for a large addition they built in Roeland Park. They began as the local KC chapter winner in their category then won the Midwest region, as well as competing against five other regions and winning the National championship.

Deuschle would advise others to, “get involved with the SBDC not only from an advisor aspect but also sign up for classes they offer. The GAME sessions are GREAT and offers the opportunity to not only meet other business owners, much like yourself, but also where you can share experiences, bounce off ideas, and suggestions.



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The Kansas SBDC at Johnson County Community College serves the following counties: Johnson, Miami, and Wyandotte. Contact the team at [ksbdc@jccc.edu](mailto:ksbdc@jccc.edu), or call (913) 469-3878. Kansas SBDC Advisor: Stephanie AL Willis



# Gravy's Place | PSU Emerging



If you love bar food, watching sports, playing pool, listening to music, and spending time with friends and family - Gravy's Place is the place to be. Owner Randy Graves was heavily involved in the production industry for over three decades, but he was ready for something different. In 2018, he made the decision to explore a different business venture and brought Gravy's Place to Galena, Kansas.

Before opening Gravy's Place, Graves did not have a background in business and he was advised to reach out to the Kansas SBDC at Pittsburg State University. After reaching out he met with SBDC advisor Dacia Clark. At the time Clark was a new advisor so the two of them brought in some additional help from Randy Robinson, SBDC Regional Director at PSU.

Clark and Robinson provided knowledge and resources that helped Graves obtain an LLC, EIN and Kansas State Retailer's Certificate. When questions arose about projections, menu items and a

business layout, Clark and Robinson provided valuable answers. Graves needed an important loan before opening, and Clark was there to walk him through talking to the bank in order to get the loan.

"If it was not for them giving me the thumbs up to talk to the bank I would not be where I am," said Graves. "Opening a business is not as easy as it looks, so make sure you have a plan and an outlook. If you are a small business around this area, make sure you reach out to the Kansas SBDC. Make sure you offer a service or product that people want and be ready to put a lot of effort into your business."

"The most rewarding thing about working with this client was the time during the process when Randy [Graves] had decided to throw in the towel on the whole project," said Clark. "I was talking to my boss, Randy Robinson about how sad I was that this project

wasn't going to go forward, and he told me to bring him in one more time. After that last time, he finally decided that he would go forward and has been in business for three years now. In that short amount of time he has added a nice backyard patio area, held many different types of tournaments for the public including corn hole, dart, and pool. Randy was kind of my guinea pig on many things as I was a fairly new advisor at the time and he was my first 'win.'"

From a vacant lot on the main street in Galena, to Gravy's Place, Graves was determined to bring a fun and enjoyable business to his community. Community members of Galena have been pleased with the service and atmosphere, and most of the customers said similar comments about Gravy's Place.

"Most people tell me that the atmosphere makes them feel like they are in a larger version of someone's personal man cave," said Graves.

Gravy's Place is open to everyone in the Galena community, out of town visitors and Route 66 travelers. With the decorations and atmosphere offered, guests can enjoy some good food while being comfortable and feeling at home every time they visit.



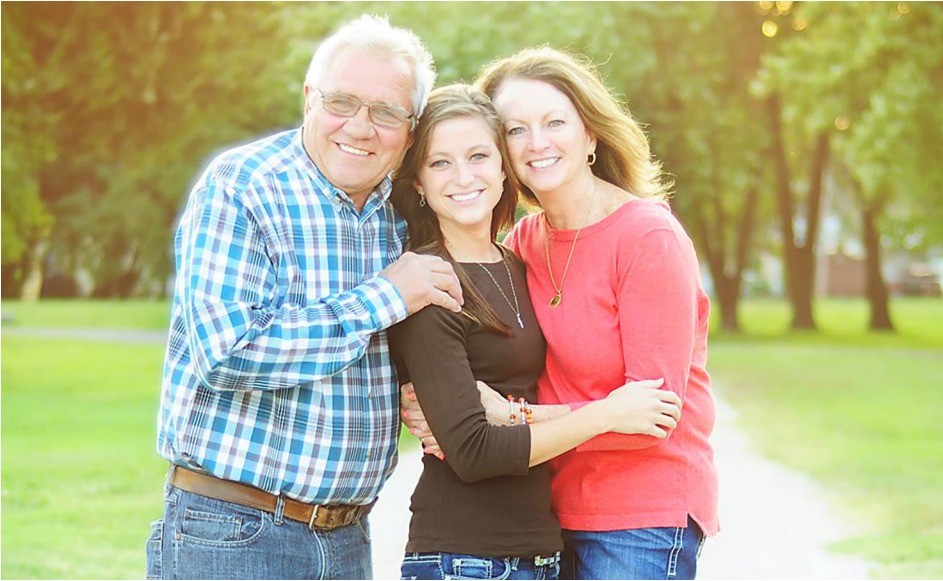
@Gravy'splace

316 S Main St.  
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The Kansas SBDC at Pittsburg State University serves the following counties: Anderson, Linn, Woodson, Allen, Bourbon, Wilson, Neosho, Crawford, Montgomery, Labette, and Cherokee. Contact the team at [ksbdc@pittstate.edu](mailto:ksbdc@pittstate.edu), or call (620) 235-4921. Kansas SBDC Advisor: Dacia Clark

# The Feedlot, LLC. | PSU Existing



Steve and Frances Kinzle always knew that they wanted to develop a second business. They had a lot of ideas, but weren't sure which one was best. After weighing out all of their ideas they finally went with what the community was missing: a feed store. In 1995, The Feedlot, LLC was established. Fast forward to today, The Feedlot is still thriving and the Kinzle's daughter, Alana, is the manager. The store offers a variety of feed-related products and equipment for all livestock – Iola area farmers, cattlemen and pet owners have been able to find the perfect products.

"Customers come first, which is why we try to give the best deals, host events, and recognize them when we can on their support," said Alana Kinzle.

Customer service and quality assurance are priorities for the Kinzles. In their quest to make major changes to the business, they did not want to fall short on those goals, so they reached out to the Kansas SBDC at Pittsburg State University for assistance.

The Kinzles were preparing

for a lot of new adjustments in the business, including transitioning the store ownership, creating a succession plan, and upgrading the business to be more in line with the digital world. Working with Dacia Clark, Assistant Director for the Kansas SBDC at PSU, the Kinzles had access to resources that helped them face their challenges head on.

Switching The Feedlot's financials over to QuickBooks was one of the biggest hurdles, but Clark provided the one-on-one assistance and support needed to move the Kinzles forward.

"After implementing new techniques, so much time has been saved allowing for more opportunities to give customers assistance and special events to help grow our store recognition," said Kinzle. "Converting to QuickBooks has also given us the ability to print annual reports for farmers and track our expenses specifically. Having more awareness of expenses helps in

preparing a plan for the transition of ownership, and our succession planning. A positive experience with the Kansas SBDC has helped us in achieving these outcomes."

The Feedlot has provided a place that Iola-area customers can appreciate, and plan to continually improve the services and products offered. The Kinzles continue to establish goals, including adding another building to store products while diversifying the merchandise in the main store.

The needs of the consumers are a main goal for The Feedlot, so the expansion would allow the needs of more consumers to be met. In the future, Steve and Frances Kinzle plan on passing down the ownership of The Feedlot to their daughter Alana and future generations to come.

For other businesses seeking to make major adjustments, Kinzle says, "Do your homework on the business you are looking into, think about the customer base and identify their buying preferences. Money management is a must, knowing there will be overhead to be paid, do not overstock. Monitor cash flow for restock and expenses before take home pay."



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The Kansas SBDC at Pittsburg State University serves the following counties: Anderson, Linn, Woodson, Allen, Bourbon, Wilson, Neosho, Crawford, Montgomery, Labette, and Cherokee. Contact the team at [ksbdc@pittstate.edu](mailto:ksbdc@pittstate.edu), or call (620) 235-4921.

Kansas SBDC Advisor: Dacia Clark



# Leslie Coffee Co. | WSU Emerging



Those who love specialty coffee, tasty food, and a creative space to enjoy both will love Leslie Coffee Co. Owner Sarah Leslie started her career as a barista in New York City while working towards her undergraduate degree in 2006. Her career in specialty coffee was influenced and supported by her experience volunteering with the Barista Guild and the Specialty Coffee Association.

When she moved back to Wichita in 2016 as a credentialed Lead Instructor for the SCA and vice chair of the Barista Guild, she had spent a decade working at coffee shops across New York City as barista, manager, and educator. Sarah had dreamed of opening her own coffee shop and in 2018, that dream became a reality when Leslie Coffee Co. was established.

“Leslie Coffee Co. is a cafe and training space dedicated to improving the lives of our employees, customers, and

community through specialty coffee,” said Leslie. “We provide customers with expertly-crafted specialty coffee beverages and a unique food menu in a welcoming, community-focused environment.”

Starting her own business would be no small task, so Leslie reached out to the Kansas SBDC at Wichita State University and met SBDC advisor Frank Choriego for assistance. Before opening, Choriego helped Leslie develop a business plan, set financial projections, find a location, prepare for a loan request, and helped with the opening process. Opening a new business was a lot of work and Choriego was excited and ready to support along the way.

“There was never any doubt in Frank’s mind that I would eventually be able to open

my own business. He had faith in me even when I didn’t and kept me going even when it seemed like maybe I should give up,” said Leslie.

Once Sarah opened the doors to Leslie Coffee Co. the shop soon became a reflection of Wichita, Kansas. Customers felt as though Sarah provided a different feel with her business that the city had never seen before. With decor that was inspired by her time in NYC, the vibe in her shop represented an atmosphere that community residents enjoyed.

“At the end of the day, make sure you are happy with your decisions,” said Leslie. “You have to live with the business every day. Listen to your stakeholders (employees, customers, mentors), but make sure you remember to listen to yourself and keep your happiness in mind.”



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The Kansas SBDC at Wichita State University serves the following counties: Barber, Harper, Harvey, Kingman, McPherson, Pratt, Reno, Rice, Sedgewick, Stafford, and Sumner. You can contact the team at [ksbdc@wichita.edu](mailto:ksbdc@wichita.edu), or call (316) 978-3193.  
Kansas SBDC Advisors: Frank Choriego

# Toy Depot, Inc. | WSU Existing



Remember the joy of playing with toys as a child? Mark Buckley and Geneva Nisly never lost their love for toys and opened a shop dedicated to just that. Buckley and Nisly collected toys for over 40 years and opened Toy Depot, Inc. on September 2, 2011. Those who like Star Wars, Star Trek, Barbies, Hot Wheels, Ertl Tractors, Breyer Horses, My Little Pony, Tonka Trucks, Lionel Trains, and other high-quality collector toy brands can be sure to find a plethora of vintage toys for their children and grandchildren.

Downtown Hutchinson, Kansas has been changing and growing over the past 10 years and Mark and Geneva wanted to be part of it with their new store. They chose a location between Avenue A Park, and Smith's Market, a local staple, and across the street from the Anchor Inn - a large 500 seat Mexican restaurant. This allowed them maximum exposure and heavy foot traffic in front of their store.

No matter what age you

are, Toy Depot allows anyone to find something that is unique to them. Mark mentioned, "We are one of only 14 vintage toy stores in the world. We are the only store of this type south or west of Chicago and the only one in a city under 3 million."

Starting as a pre-venture in 2011, they contacted the Kansas SBDC at Wichita State University and worked with SBDC advisor Frank Choriego. They needed help with online sales including a website, Facebook, and Instagram accounts, and faced the challenge of securing a website domain and expanding their internet and social media presence. With the assistance of Choriego, he helped the two with marketing, e-commerce, social media, and strategic planning and guided them through their e-commerce woes.

Since working with the Kansas SBDC, Mark and Geneva

have had a twofold increase in sales on their website and on E-Bay, as well as increased customers in the store through social media marketing. Working together was not only beneficial for the store, but also rewarding for Choriego. "To see them moving from a traditional retail store in a smaller Kansas town to a nationally known retailer in the collectible toy space by effectively utilizing e-commerce strategies and tools was a great thing to witness."

Mark and Geneva plan to continue sales expansion on the internet by connecting to more vintage toy sites and eventually selling the business to a younger couple to ensure that their dream will not end. For other people wanting to start a small business, Buckley said, "Do your market research to see if there is a need for your business or product, build a business plan, follow it and revise it annually, review your financials weekly, and work with the Kansas SBDC."



[Hutchtoydepot.com](http://Hutchtoydepot.com)



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Kansas SBDC Advisors: Frank Choriego



# CR's Tire & Automotive | WU Emerging



Growing up, Troy Ross always dreamed of owning his own business. In 2018, when CR Worthing, owner of CR's Tire and Automotive, was ready to retire and pass his thriving business along to a new owner, Ross saw this as an opportunity to fulfill his dream. Located in Wamego, Kansas, CR's Tire & Automotive is an official Bridgestone/Firestone-affiliated retailer that offers new tire sales and service, oil changes, brakes, alignments, and other minor repairs.

Before Ross took over CR's, he needed assistance with steps for purchasing the business. So, he contacted the Kansas SBDC at Washburn University and was paired with SBDC Advisor Laurie Pieper. They got to work immediately and Pieper assisted Ross in the development of a business plan and preparation to apply for financing. This included working on a business valuation along with SBDC Director Will Katz and on business transition strategies and management topics with SBDC Director Karl Klein. In addition to the Kansas SBDC, Ross

also worked with Jack Allston and Jessica Venneberg of Pottawatomie County Economic Development in seeking financial assistance through an E-Community Loan.

Assistance from the Kansas SBDC was crucial for purchasing the business, but there were other aspects of the business transition with which Troy appreciated assistance as well. Ross mentioned, "Many of the employee benefits were dated and needed to be tweaked. I feel that with the help of the SBDC, we've come up with good solutions.

The business transition was important to Ross for a number of reasons. Pieper said, "For Troy, purchasing the business was an important opportunity on multiple levels: the opportunity to be the owner of a financially successful business, to be self-employed and chief decision maker, to do work he enjoys in a community that he appreciates and to preserve the

business for the employees and customers. At the same time, Troy has been able to make changes that reflect his insights and vision for the business. It was rewarding to be a part of making this all happen."

Troy credits the success of his first year as a business owner in part to the help from his advisors at the Kansas SBDC. "The communication from the SBDC was outstanding. They did a great job on getting information and relaying it to me as needed. There isn't a problem too large or small that we cannot handle." Credit for Troy's success, though, also belongs to Troy for his diligent management of the business and hard work, his team at CR's and their loyal customers. "The careful transition process, the great crew, and the loyal patrons of the shop have made the whirlwind of running a business incredible," according to Ross.

Ross has achieved an immense amount of success and continues to work toward further goals. Future customers can expect more services offered and possibly a second location further west.



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The Kansas SBDC at Washburn University serves the following counties: Brown, Clay, Dickinson, Geary, Jackson, Marshall, Nemaha, Pottawatomie, Riley, Shawnee, Wabaunsee, and Washington. Contact the team at [ksbdc@washburn.edu](mailto:ksbdc@washburn.edu), or call (785) 215-8375. Kansas SBDC Advisor: Laurie Pieper

# Red Door Home Store | WU Existing



The Red Door Home Store is a high-quality home store offering home decor, furniture, trendy in-home accessories, seasonal decor, unique gifts, and even food items. Jesse and Stacie Borjon, Owners, created their business based on a shared passion for home decor. They noticed Topeka lacked a home goods store, so they brought a home decor business to their hometown.

With phenomenal customer service and unique merchandise, the Red Door Home Store is sure to stand out. At Red Door Home Store, the Borjons believe that designing homes is a journey. Homes grow and change, not just through the seasons of the year but also throughout the seasons of life.

When Jesse and Stacie Borjon were ready to open the Red Door Home Store, they reached out to the Kansas Small Business Development Center for help.

Karl Klein, Regional Director for the Kansas SBDC at Washburn University, assisted the two with developing a business plan, opening the store, marketing, pricing, and assisting in the expansion. More specifically, Klein helped create a financial proposal, analyzed sales numbers, trends, projections, and cost analysis. Through the owners tenacity and hard work, Red Door Home Store launched in 2015.

"I have primarily worked with and supported Jesse, the owner. Jesse is a "doer" and has the follow through to execute new initiatives in a very demanding and competitive market," said Klein.

With the assistance of Klein and other SBDC advisers, Red Door has capitalized on some

unique opportunities, including participating in the Junior League Holiday Mart in Kansas City. In 2019, the Borjons opened a seasonal pop-up store in Leawood, Kansas, allowing Red Door to expand the brand into other markets for a seasonal time frame.

Due to COVID-19, another pop-up store could not happen. However, the pandemic did provide an opportunity to reconsider the business model and offer a more expansive sales channel that reached a more extensive customer base. The Kansas SBDC helped expand the success of Red Door Home Store, and more success can be expected in the future.

"The Kansas SBDC is very responsive. I feel like they are always just a phone call away. They provide useful and timely information," said Borjon. "Do not be afraid to ask questions or ask for help! The advisors and other business owners have probably had similar experiences. They are willing to share information and best practices to help you succeed."



@RedDoorHomeStore



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# Legends Barbershop & Salon, LLC | SCCC Emerging



After having been laid off from his oil and gas company job of over 10 years, Adan Jaquez was not sure what to do. He had always wanted to be a barber, and this presented him the opportunity to change careers. In 2018, after having finished barber college and fully deciding to start this business, Adan and his wife Shayla opened Legends Barbershop & Salon, LLC in Ulysses, Kansas.

Legends offers a unique experience not frequently seen in today's barbershops. The husband and wife duo found a way to marry the traditional barber shop experience with the modern cosmetology approach. The shop offers a large, beautiful, aesthetically pleasing environment that compliments both competitive trades: barber and cosmetology.

In 2018, when Adan had a couple of days off from school, he and Shayla reached out to Maria Dennison, Regional Director for the Kansas SBDC at Seward County Community College, to draft a business plan for a grant opportunity. Through their partnership with Dennison and SBDC advisor Mike

O'Kane, Legends Barbershop & Salon, LLC saw an opportunity for growth and expansion. Having been referred from the local economic development office to the Kansas SBDC, the owners produced an effective business plan, as well as ways to organize ideas and projections.

With the support and assistance provided by Dennison and O'Kane, Adan and Shayla were better able to formulate business plans and have become better educated with financial documents such as income statements, balance sheets, owner's equity and cash flow projections. These aspects have helped the owners better realize where the business stands, as well as direct when and where to invest time and money to continue to grow and expand. "We have established a financial plan where we tell our money where to go— we plan almost every expense and trend our revenues and expenses. Because of

this, we have been able to operate, grow and expand debt free."

Giving back to the community was always a goal. "Relationships in our community are absolutely vital in our business—inside and outside our walls," Adan said. "We invest back into our community, back into organizations, into our youth, to make Ulysses a wonderful place to live. We created an environment that is professional and that everyone can walk into and feel welcome."

O'Kane was also a very approachable advisor. "Mike was a great communicator," Shayla said. "He did not make us feel dumb or insufficient in our discussions. We felt so very comfortable and we had some wonderful, life giving and learning discussions with him. You definitely had the right person at the table to help some young entrepreneurs."

As far as some advice to other business owners, the Jaquezes advise entrepreneurs to keep it simple, take risks and learn from other successful business people.

"Educate yourself. We are constantly reading books, taking classes and learning from others all the things we don't know. We often are so involved emotionally in business decisions that we forget that we need a business model and plan that will produce profitability," Shayla Jaquez said.



[legendsbarbershopks.com](https://legendsbarbershopks.com)

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The Kansas SBDC at Seward County Community College serves the following counties: Greeley, Wichita, Scott, Lane, Ness, Hamilton, Kearny, Finney, Hodgeman, Stanton, Grant, Haskell, Gray, Ford, Edwards, Kiowa, Comanche, Clark, Morton, Stevens, Meade, and Seward counties. Contact the team at [ksbdc@sccc.edu](mailto:ksbdc@sccc.edu), or give them a call at (620) 417-1955. Kansas SBDC Advisors: Maria Dennison

# Boot Hill Distillery | SECC Existing



Craft distillery and brewing is an industry many people try to make their way in to. With an increase of distillery establishments, creating a unique experience is paramount.

Boot Hill Distillery in Dodge City, Kansas has successfully created a craft distillery that focuses on a soil-to-sip business model. Primary customers include distributors that then sell the liquor to consumers; however, Boot Hill also sells directly to consumers through its Tasting Room where customers can purchase bottles, as well as try all the different spirits in hand-crafted cocktails.

As a farmer, owner Hayes Kelman wanted to find another way to use the grains to vertically integrate the farm. Distilling whiskey and spirits became an avenue to explore and served to promote agriculture and the farm in the Dodge City area.

The uniqueness of Boot Hill

Distillery comes from the soil-to-sip model. Every spirit produced comes from grain grown on the farm. This assures that the spirits are made into the highest quality liquor. Everything is done on top of the original Boot Hill Cemetery and inside a historic building.

Another unique aspect of the business is that it is also 100% farmer owned. Founder Hayes Kelman owns the distillery with his wife, Shelby, and father, Roger Kelman, both co-owners.

In 2015, Hayes contacted the Kansas SBDC at Seward County Community College seeking assistance in starting the business. He and his partners had purchased a historic downtown Dodge City building and planned on remodeling it into a distillery.

Kansas SBDC advisors Eric Mercer and Maria Dennison

assisted with review of the financials and helped establish a business plan.

One of the biggest challenges with getting Boot Hill Distillery off the ground was financing. The Kansas SBDC is looking to advise Hayes through the recently-established Capital Access Center to find upcoming opportunities throughout the planned multi-year expansion of Boot Hill Distillery.

Eventually, Boot Hill plans to become a large craft distillery marketing to every state in the U.S. The owners are constantly expanding the business and are currently focusing on the global export market.

Hayes offers some solid advice for those starting their own business, “surround yourself with a good team. With the help of other like-minded people, anything is possible.”



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# Chiropractic Element | KU Emerging



Abby Hanson knew there was a different way to approach chiropractic health. Rather than taking a reactive approach, one that just treats the symptoms, Hanson established a chiropractic practice that addresses the root of a problem.

Hanson had an ambition of creating a health and wellness culture that was not solely based around pain or reacting to bodies, but preventing pain and sickness to empower individuals to believe in the body's ability to heal itself. The Chiropractic Element in Lawrence, Kansas serves individuals of all ages, from newborns to the elderly.

The providers at The Chiropractic Element aim to educate patients about their bodies and best practices. The goal is to let patients know exactly

the kind of treatment he or she is receiving.

After having graduated from chiropractic school, Abby knew she wanted to start a business. After having been referred to the Kansas SBDC, she came to work through the process of market analysis and business planning, as well as working through financial analysis, benchmarking, and human resource management.

Advisors Will Katz, Taylor LaRue, and Kristina Mease helped Hanson secure business loans, manage taxes, and find the best managerial techniques that fit her business. The advisors also provided valuable opinions that helped guide business decisions

to make her business the most successful. The Kansas SBDC advisors also helped to establish standard operating procedures to help run the practice, and provide consistent and useful opinions and advice.

One aspect that makes Abby Hanson's practice really stand out is the philanthropic aspect. Every quarter a different local organization is chosen to which any new client fees are donated to said charity.

As for advice, Hanson offers an insight, "Anything worth having is scary as hell. So go for it! And ask for help when you aren't sure."



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The Kansas SBDC at the University of Kansas serves the following counties: Atchison, Doniphan, Douglas, Franklin, Jefferson, and Leavenworth. Contact the team at [ksbdc@ku.edu](mailto:ksbdc@ku.edu) or call (785) 843-8844.

Kansas SBDC Advisors: Will Katz, Taylor LaRue, & Kristina Mease

# Blue Collar Press, Merchtable | KU Existing



It's not a typical small business that offers products to the entertainment industry. According to their website, Blue Collar Press began their journey in 1999 with just a small manual screen press and operator. Since that time, the company has grown to be a full-scale manufacturing business, complete with auto and manual presses, embroidery machines and digital printing. The owners, Sean Ingram, Jim David, and Burton Parker also manage the business as a team to help make the most successful decisions.

Blue Collar Press is a merchandising and screen-printing business. It produces custom clothing and promotional items for the entertainment industry. The company also offers fulfillment through Merchtable, an online band merchandise platform. Between the two divisions, the business employs dozens of staff spread across production, warehousing, sales, client relations and customer service divisions.

In an industry where competitors tend to quickly dissolve, Blue Collar Press has proved its longevity by being proactive and adapting. Most notably, in 2012 the company leaders decided to develop their own shopping cart software which has helped production and fulfillment of products. The company has also navigated many national challenges such as three recessions, the fall of physical music formats to digital releases, as well as the safety protocols put into place during the Covid-19 pandemic.

Initially, the owners contacted the SBDC for advice about how to handle the expiration of a lease. Since that time, Blue Collar Press and their Kansas SBDC advisor have worked together on several types of financial analysis including benchmarking,

dashboarding, and valuation. "The SBDC came onto our radar from a recommendation from our lender. We immediately got along with Will Katz and now factor him into all of our big decision making. The latest being whether we should buy a building or continue to lease," said Ingram.

Katz has helped bring focus back to decisions that are seemingly unsolvable and helped to prioritize details that later become meaningless and not worth the worry. Katz has helped the business owners solidify productive business decisions and provided valuable feedback.

One solid piece of advice from Ingram is to have a respected CPA. "I always say that no matter who you are, or what you are doing, hire a CPA before you do anything. Not having your taxes in order is going to rob you of energy down the line."

Lastly, he finished off saying to not lose sight of passions and goals.

"Don't lose sight of the passions that brought you to start the business in the first place," Ingram said. "In the earliest days you will find yourself doing everything from hiring every single staff member to taking out the trash. If you are fortunate enough to have a business grow and begin to sustain itself, it can become easy to grow disassociated from what brought you to the project."



[www.bluecollarpress.com](http://www.bluecollarpress.com)  
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The Kansas SBDC at the University of Kansas serves the following counties: Atchison, Doniphan, Douglas, Franklin, Jefferson, and Leavenworth. Contact the team at [ksbdc@ku.edu](mailto:ksbdc@ku.edu) or call (785) 843-8844.

Kansas SBDC Advisors: Will Katz



# Fiber Dynamics, Inc. | Tech Center



In 1991, Darrin Teeter founded Fiber Dynamics, Inc., a leading composite manufacturer. Teeter recognized a market need to produce composite parts with greater manufacturability while working at the National Institute for Aviation Research (NIAR) at Wichita State University. It was through this experience gained at NIAR and his awareness of the advantages of Resin Transfer Molding that Teeter launched Fiber Dynamics.

Seeking ways to navigate the downturn in the aerospace manufacturing industry in 2010, Teeter was searching for a comprehensive strategic plan with the Kansas Small Business Development Center (SBDC). Business advising eventually migrated to working with the newly established Tech Commercialization program of the Kansas SBDC in 2017. Teeter began targeting opportunities for contracting with the Department of Defense (DoD) and Small Business Innovation Research (SBIR) Grant funding. Results included successful contract and grant awards and significant increase in jobs and revenue.

After accessing the Kansas SBDC in 2010 for business advising and strategic planning, Teeter was encouraged to pursue SBIR Grant funding and to participate in the Encountering Innovation Conference program in 2017, meeting directly with Department of Defense Tech Scouts. Soon to be Director of the Tech Commercialization Center, Alan Badgley, introduced Teeter to Scott Knapp, Deputy Director with Kansas Procurement Technical Assistance Center (PTAC) and to Gary Stecklein, President of the Inventors Association of South-Central Kansas (IASCK). When the opportunity to bid on a significant design-build contract came about, Stecklein, a mechanical engineer with extensive experience with technology commercialization, and the SBDC team were instrumental in Fiber Dynamics winning that significant, multi-million dollar, 5-year contract.

Teeter went on to work

directly with Bill Carey, Science Advisor and Grants Specialist with the Tech Center at the Kansas SBDC. Carey offered extensive experience in winning SBIR contracts with his own company and used his knowledge to provide technical advising for Teeter. Carey aided with the SBIR proposals through planning at a technical level and proofreading, which led to successful outcomes of the applications.

Fiber Dynamics has been awarded two contracts from the Air Force's Arnold Engineering Development Complex for the design and development of highly engineered wind tunnel blades and has other similar opportunities in the works. They have also completed a Phase I SBIR contract for their Innovative Methods for Thermoplastic Composites on ATL/AFP, anticipating being awarded the Phase II follow-on contract.

Fiber Dynamics was on track for a 50% sales increase in 2020 until COVID hit. While many organizations have realized a reduction in revenue, Teeter was able to maintain level sales with expected significant increases in 2021 through the support of the Kansas SBDC to get into government contracting.



[www.fiberdynamics.net](http://www.fiberdynamics.net)



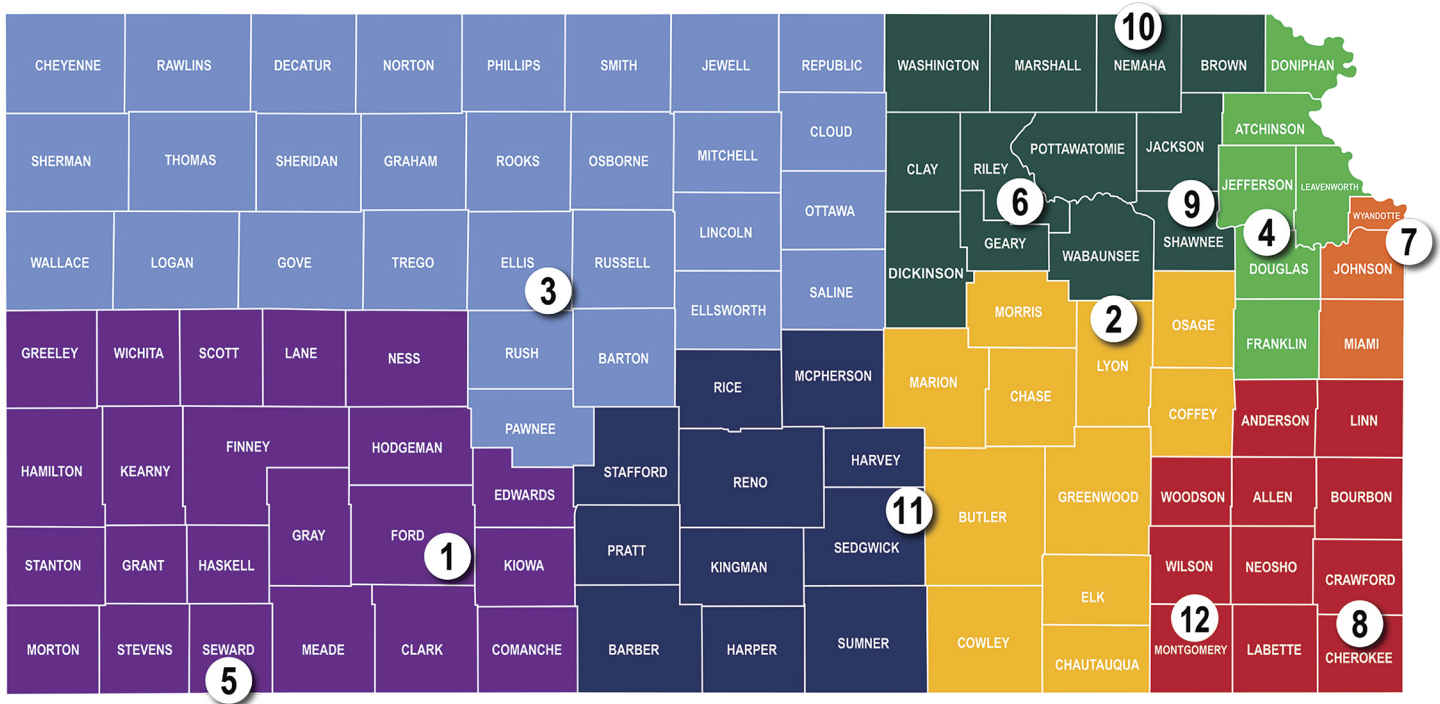
(316) 264-9541

[dteeter@fiberdynamics.net](mailto:dteeter@fiberdynamics.net)

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The Kansas SBDC Tech Center works with business owners to help them run their existing businesses while expanding through research and development. Offering a multitude of services, the Tech Center connects businesses to the resources they need to succeed and make meaningful connections to take the next steps in commercialization.

# Kansas SBDC Locations



1. Dodge City. (SCCC region)  
101 East Wyatt Earp, Dodge City, KS 67801  
ksbdc@sccc.edu | 620-789-0292

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  
ksbdc@ku.edu | 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 | 785-249-3687

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 | 785-207-0267

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

12. Montgomery County Action Council. (PSU Region)  
115 S 6th St, Independence, KS 67301  
tpurdon@actioncouncil.com | 620-331-3830

