

# **Kansas Small Business Development Centers (KSBDC)**

## **Growing Kansas Entrepreneurs**

*The KSBDC ... has always been there for me from conception to expansion. Truly, without this program in place, I would not be where I am today.*

-Paula Thurman, owner of Shear Madness, Inc., Overland Park, Kan.

The Kansas Small Business Development Center (KSBDC), administered by Fort Hays State University in Hays, Kansas, works with small businesses, start-ups and entrepreneurs in the state to help them compete and grow in a global economy.

Eight Regional KSBDC Centers and two Outreach Centers combine the resources of a professional staff, the state's best educational institutions, the private sector and government at all levels.

KSBDC provides free, one-on-one counseling designed to find practical solutions to business problems. Courses, seminars and conferences are conducted throughout the state for the small business community. Programs teach basic business skills as well as advanced. KSBDC uses a wide variety of resources, including online databases, to help businesses obtain information necessary to make sound decisions.

Any existing small business firm or individual interested in starting a business may receive assistance from KSBDC. There are no charges associated with one-on-one counseling. Small fees may be charged for costs associated with training courses.

The following 16 business summaries from Kansas illustrate a wide array of entrepreneurs assisted by KSBDC. From a computer manufacturing and service firm to an entertainment ranch, these businesses chose to reach out for help from KSBDC – and their persistence paid off.

All featured businesses have increased both employees and revenues, even as national economic statistics sour. And these Kansas entrepreneurs speak highly of the KSBDC support they received.

“We, as small business owners, are blessed to have the KSBDC resources available. They open many doors for us, offering ways to start up and then to evaluate our business as we grow,” said Gary Whitehurst of Herb's Carry Out restaurant in Garden City, Kan. “Their resources can help any business expand and use new ideas.”

In addition to improving Kansas businesses, KSBDC improves Kansas communities. Successful entrepreneurs add jobs and stimulate economies. And many of these featured business leaders contribute time and money to various community projects.

Fred Willich of Hi-Tech Interiors, Inc., an interior contractor, has served on several volunteer boards as well as supported scholarships and classes for high school students.

Willich said, “Give back to others. The return will be ten-fold.”

The national Small Business Development Center (SBDC) Program is sponsored and partially funded by the U.S. Small Business Administration (SBA). The SBDCs operate as a partner to the SBA to provide quality customer service to the small business community. There are more than 1,100 SBDC service locations in the United States, District of Columbia, Puerto Rico, US Virgin Islands, Guam and American Samoa. Since 1980, over 9 million entrepreneurs have received services from SBDCs .

## **KSBDC Success Stories ...**

- 2003 Emerging Business of the Year - [High Gear Cyclery & Fitness](#)
- 2003 Existing Business of the Year - [Guion's Showcase](#)
- 2003 Emerging Business of the Year - [Formation Plastics](#)
- 2003 Existing Business of the Year - [Classic Enterprises, Inc. dba Classic Quality Body Shop and dba Priceless Rent-A-Car](#)
- 2003 Emerging Business of the Year - [The Marchel Ranch](#)
- 2003 Existing Business of the Year - [Herb's Carry Out](#)
- 2003 Emerging Business of the Year - [Craig Safety](#)
- 2003 Existing Business of the Year - [Shear Madness, Inc.](#)
- 2003 Emerging Business of the Year - [Inter-State Wireless](#)
- 2003 Existing Business of the Year - [Simply Wireless](#)
- 2003 Emerging Business of the Year - [Echelon Interiors](#)
- 2003 Existing Business of the Year - [Midwest Plastics Company, Inc.](#)
- 2003 Emerging Business of the Year - [Cloud County Tea Company](#)
- 2003 Existing Business of the Year - [Christian Dimension Computer Solutions \(CDI\)](#)
- 2003 Emerging Business of the Year - [Fisher's Fixtures, L.L.C.](#)
- 2003 Existing Business of the Year - [Hi-Tech Interiors, Inc.](#)

## **For more information on ...**

... KSBDC, go to [www.fhsu.edu/ksbdc](http://www.fhsu.edu/ksbdc)

... U.S. SBA's SBDC Program, go to [www.sba.gov/sbdc](http://www.sba.gov/sbdc)