



## KSBDC Locations

- 1 – KSBDC Lead Center-Topeka 785.296.6514  
or toll free KS 877.625.7232
- 2 – ESU KSBDC-Emporia 620.341.5308
- 3 – FHSU KSBDC-Hays 785.628.5615
- 4 – FHSU KSBDC Bird City Outreach Center 785.734.2592
- 5 – GCCC KSBDC-Garden City 620.276.9632
- 6 – Greensburg Outreach Center KSBDC 620.474.6100
- 7 – SCCC/ATS Outreach Center KSBDC-Liberal 620.417.1955
- 8 – JCCC KSBDC-Overland Park 913.469.3878
- 9 – PSU KSBDC-Pittsburg 620.235.4920
- 10 – PSU ESU SEKSHE Outreach Center KSBDC at  
NCCC-Chanute 620.431.2820 Ext. 285
- 11 – KU KSBDC-Lawrence 785.843.8844
- 12 – WU KSBDC-Topeka 785.234.3235
- 13 – WU MACC Outreach Center KSBDC-Manhattan  
785.587.9917
- 14 – WU KSBDC in Glacial Hills-Wetmore 785.866.2095  
or 785.207.0267
- 15 – WSU KSBDC-Wichita 316.978.3193
- 16 – WSU Outreach Center North Central Kansas  
KSBDC-Concordia 785.243.9913
- 17 – WSU Cowley College KSBDC Outreach Center-Winfield  
620.402.6440
- 18 – ESU Outreach Center KSBDC at BCC-Andover 316.218.6374

## Mission

The mission of the KSBDC is to increase economic prosperity in Kansas by helping entrepreneurs and small business owners start and grow their businesses through professional consulting, training and resources.

The KSBDC Network includes over 35 team members ready to assist you. We are committed to the following core values:

- High standard of ethics, integrity and professionalism
- Passion, personal commitment, and dedication
- The entrepreneurial spirit
- The success of our clients
- Client-driven services
- Competent and enthusiastic assistance to clients
- Personal growth and development
- Continuous improvement through shared learning
- Partnerships
- Measurable, results-oriented performance
- Business health and the growth of the Kansas economy

# Kansas Small Business Development Center



The KSBDC Network recognizes the support of its host institutions, the U.S. Small Business Administration and the Kansas Department of Commerce. The support given through such funding does not constitute an express or implied endorsement of the co-sponsor(s) or participants' opinions, products or services.



A partnership program with the U.S. Small Business Administration and the Kansas Department of Commerce.



An accredited member of the Association of Small Business Development Centers.



*Growing Kansas Entrepreneurs*  
[www.kansas.gov/ksbdc](http://www.kansas.gov/ksbdc)

# Business Consulting

Free, confidential, one-on-one consulting provides our clients with practical solutions to business problems. Our clients utilize numerous resources and seek guidance in areas like:

- Business plan assistance
- Financial projection development
- Cash flow analysis
- Marketing plan & marketing research development
- Capital & financing resources
- Inventory control procedures
- Product cost analysis and pricing
- Advertising & sales strategies
- Selling to the government/procurement
- Startup assistance
- Buying or selling a business/transition planning

*“The help that our KSBDC connection gave us was vital to our preparation to go to banks and seek the financing we needed. Helping us put together our financial projections gave us the credibility that made a difference when we met with the banker.”*

*Kim and Gavin Unruh,  
owners  
EmbroidMe  
Dodge City, KS*



# Starting a Business

Many Kansans dream of starting a business but discover that the process can be daunting. Since our inception in 1983, KSBDC consultants have assisted over 84,000 Kansans as they take their first steps towards opening a business and then throughout the life of the business. Our consultants can help expedite the startup process and improve your success by alerting you to common mistakes.



*“Whatever I need, the KSBDC staff is there to support me. Whether I need advice on a business loan, help with store layout, merchandising and display or any business related quandary they have been there to help along the way.”*

*Elizabeth Demas, owner  
The Avon Store  
Overland Park, KS*

# Maintaining/Expanding Your Business

Whether your business is facing a major challenge, contemplating an expansion, or simply interested in another opinion, KSBDC consultants are here to help. Your consultant will work closely with you to develop and implement intelligent solutions. While you will work primarily with one KSBDC consultant, you will have access to the expertise of the entire network of consultants.

# Workshops/Seminars



The KSBDC uses a unique model of service delivery. Our centers are hosted by economic development organizations and educational institutions, all working together to provide options and flexibility in obtaining entrepreneurship training. Programs include basic business skills as well as advanced and specific business management topics. Please visit our website for additional information, [www.kansas.gov/ksbdc](http://www.kansas.gov/ksbdc).

# Giving & Sponsorship Opportunities

Your generous, tax-deductible gift to the Kansas SBDC Network via the FHSU Foundation helps us provide additional training for entrepreneurs. Sponsorship opportunities are also available for special events. Please contact the KSBDC State Administrative Office for additional information 785.296.6514 or donate online at <https://secure.fhsu.edu/foundation>. *Fort Hays State University is the statewide host for the KSBDC.*

# Entrepreneurial Resources

The KSBDC Network utilizes a wide variety of resources to help small business owners obtain timely, detailed, and relevant information necessary to make sound business decisions. Your consultant will assist you in finding the appropriate resources and in understanding the information generated from your research.