



### **Existing Business: Williams Towing & Recovery**

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.”

Facebook: @WilliamsTowingKs - <https://www.facebook.com/WilliamsTowingKs/>

Instagram: NONE

Twitter: NONE

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

Address: 3220 W. 6<sup>th</sup> Ave. Emporia. KS 66801

Phone: (620) 342

Email: [williams-towing@outlook.com](mailto:williams-towing@outlook.com)

*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 Advisor: Lisa Brumbaugh*