



## The Building Center Emporia State University | Existing

In 2017, John Wheeler, along with his brother Jason and son Morgan, became business partners for The Building Center, a retail lumber yard in Marion, Kansas. The Wheelers noticed a market gap and took the opportunity to provide for their community. Although they were excited about this new endeavor, they had the foresight to know that they would need help getting started, so they reached out to the Kansas Small Business Development Center for assistance.

The Wheelers worked with Lisa Brumbaugh, Regional Director for the Kansas SBDC at Emporia State University. Brumbaugh assisted the Wheelers with creating a business plan, making financial projections, and receiving financial support to open their business. While working in business was not new for the Wheelers, starting a business was, and they refused to let anything or anyone discourage them from setting large business goals.

The first goal they set was for The Building Center's sales to surpass one million in profit. They also had a goal of opening a second store in another community, and within a few years, both goals came to fruition. The Wheelers put in an ample amount of work and effort and shared a few words about their experience with the Kansas SBDC.

"Lisa has helped us from the beginning with all aspects of starting a new business and has been a wealth of knowledge and immense help even now," said John. "Lisa was our standout; she was there for us every step of the way."