The Kansas Small Business Development Center

Who We Are and What We Do

By Lisa Brumbaugh
Regional Director

ESU Kansas Small Business Development Center

In 1983, Emporia State University along with the five other Kansas Regents universities, Washburn University and Johnson County Community College, approached the U.S. Small Business Administration (SBA) for assistance in creating a network of Small Business Development Centers (SBDCs). These Centers were to assist existing business owners or people wanting to start a business in Kansas. The Kansas Small Business Development Centers (KSBDC) have now operated for twenty-five years.

Our mission is to provide entrepreneurs and small business owners with knowledge, tools, and resources to enhance their success. We help them identify their business needs and guide them toward opportunities and solutions. The core values of the KSBDC network include:

- High standards of ethics, integrity, and professionalism
- The entrepreneurial spirit
- Customer-driven services
- Continuous improvement through shared learning
- Partnerships
- Measurable performance that is results-oriented
- Business health and economic growth

Since the beginning, the School of Business at ESU has fully supported the SBDC along with the SBA. The Kansas Department of Commerce soon provided additional funding which continues today. For the first fifteen years, the SBDC office was located on the ESU campus in the School of Business. In 1999, we relocated to the National Teacher’s Hall of Fame Building. Then in 2006, moved back to the School of Business due to the intent of the Teacher's Hall of Fame to vacate and sell the building. Contact our office for simple parking instructions.

Since 1983, the SBDC has provided free, confidential, one-on-one consulting to 3,350 small business clients in the eight-county region of east-central Kansas. Typically, we help clients with issues pertaining to business planning, cash flow analysis, developing financial projections, marketing, human resources, sources of capital and financing, inventory control, product costing and pricing, and many other business functions.

The SBDC also provides training workshops on various subjects of importance to existing business owners and aspiring entrepreneurs. We now have a number of onlineworkshops which can be accessed from our website. As well, we make referrals and will assist a small business in locating assistance from private and public agencies as needed.

The ESU SBDC covers the counties of Lyon, Chase, Marion, Morris, Osage, Coffey, Greenwood, and Woodson.

If anyone is interested in the assistance we provide or workshops to be offered, please call the SBDC at 620-341-5308, e-mail us at sbdc@emporia.edu, visit our website: www.emporia.edu/sbdc, or stop by the office at Emporia State University, 1200 Commercial, Cremer Hall, Room 130.
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“A partnership program with the U.S. Small Business Administration and the Kansas Department of Commerce.”