

Kansas City Remodel



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Kansas SBDC at JCCC
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Owner: Allen Deuschle

Kansas SBDC Advisor: Stephanie AL Willis
Business Started: 2015 **Industry:** Remodeling

Looking for repairs or major remodel professionals – both residential and commercial? Allen Deuschle, owner of Kansas City Remodel & Handyman Allen has you covered. Deuschle owns a remodeling and handyman company that provides for residential and commercial customers. With services ranging from large room additions to small two-hour jobs, customers are sure to find a service that can fit their needs and budget. Deuschle noticed there was a need for home improvement in the Kansas City area, and he was determined to provide a unique service that was high quality at a fair price. “We are unique because most remodeling and repair companies do not perform work for small jobs and we do,” said Deuschle. “We also stand apart because of all the commercial retail and restaurant work that we perform.”

Deuschle was seeking experts that could assist him with seeing the big picture as his business was expanding. This created new challenges and offered greater opportunities, so he took the initiative and reached out to the Kansas SBDC at Johnson County Community College. Kansas SBDC advisor Stephanie AL Willis assisted with financial planning, data analytics, sales processing, QuickBooks, CRM/Industry software, organizational structure, and employee issues and opportunities. Willis helped Deuschle view these opportunities in a broader scope, and his business continues to grow and expand.

“Allen is always willing to learn. He is very humble, listening to the client’s ideas and suggestions, and continually wants to improve – not only for himself, but also for his team of dedicated and skilled employees,” said Willis. Deuschle gave credit to the support and expertise Willis shared that expanded these opportunities and success of Kansas City Remodel & Handyman Allen. “They have advised me to analyze my business further and therefore work smarter, not harder,” noted Deuschle. “I have recently been able to purchase an office building including warehouse space, purchase and put in service much needed additional company vehicles as well as eliminate a 40-hour office position by combining and streamlining distribution of those responsibilities with others.”

Since working with the Kansas SBDC, Kansas City Remodel & Handyman Allen won a national championship with the National Association of Remodeling Industry for room additions ranging from \$100,000 to \$250,000. They received that award for a large addition they built in Roeland Park. They began as the local KC chapter winner in their category then won the Midwest region, as well as competing against five other regions and winning the National championship.

Deuschle would advise others to, “get involved with the SBDC not only from an advisor aspect but also sign up for classes they offer. The GAME sessions are GREAT and offers the opportunity to not only meet other business owners, much like yourself, but also where you can share experiences, bounce off ideas, and suggestions.