



2022 Existing BUSINESS OF THE YEAR

Environmental Advisors & Engineers, Inc.



Owners: Jill Biesma and Robert Bens

Kansas SBDC Advisor: Stephanie AL Willis

Business Started: 1998

Industry: Environmental Consulting Services

Environmental Advisors and Engineers Inc. (EAE) located in Shawnee, Kansas was established in 1998 by Jill Biesma and Robert Bens. The engineering firm’s team focuses on creating and providing high-value and customized consulting services to clients. The firm provides multiple services in various business sectors ranging from but not limited to water and stormwater engineering to architecture design to construction monitoring, and much more. EAE stands out from competitors due to the focus on responsive and high-quality technical services and deliverables. This focus goes across all business practices from hiring top-shelf technical staff members to developing client-focused scopes of work, conducting comprehensive detailed analyses, and preparing well-written, defensible reports. EAE is committed to investing in the appropriate tools and training for staff so that the team can provide excellent support to clients.

Biesma contacted the advisors at the Kansas Small Business Development Center for help with a variety of services. EAE worked with advisors Stephanie Willis, Elisa Waldman, Jack Harwell, and John Addressi to improve a variety of business aspects such as strategic planning, sales, and marketing strategy, operational improvements, and financial management. Biesma also took advantage of the Growth through Action, Management and Engagement (GAME) series offered through the Johnson County Community College branch of the Kansas SBDC. The firm also worked with Network Kansas Economic Gardening to further gain insights through free market research to assess the key business sectors. Kansas SBDC advisors helped EAE connect with Cares Act funding for staff and access free technical and managerial training classes through Johnson County Community College during the Covid-19 pandemic. The Kansas SBDC also introduced EAE to the Mid-America Trade Adjustment Assistance Center (TAAC) that provided grant funds to EAE for supporting business development initiatives and facilitating several corporate system improvements.

Support is crucial for business owners. Biesma believes in taking advantage of small business support and training programs early and networking with other small businesses to better learn and help each other. She also advises implementing good business practices to increase knowledge to retain existing employees and attract the best future employees for the business.

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