

2023 Existing

BUSINESS OF THE YEAR

Little Building Blocks Daycare



Kansas SBDC Advisor: John Addressi
Capital Access Center: Vince Haworth
Business Started: 2005
Industry: Child Care Services

Problem Identification: Little Building Blocks Early Childhood Development Center (LBB) was at capacity and approached Kansas SBDC to help with a financial plan that forecasted their revenue and growth, with the goal of expanding their facility to increase the number of children and families they can serve.

Assistance provided: Receiving funding was crucial since the business was kept on growing and needed the infrastructure to do so. Marcia Booton, the owner of LBB, emphasized how KSBDC was instrumental in the growth of her business. She said, "I was able to build a strong business plan outlining my full growth plan. I was then able to find a local developer that came on board and built us a build-to-suit location that fit all our needs."

Her advisor, John Addressi, played a pivotal role in the successful development of her business plan. "I contacted John Addressi and spoke with him about what the goal was and how I did not really know where to start. He worked with me on looking at my numbers, the growth we had - and where we wanted to go. We developed a financial plan and were able to show that the business would be able to support the expansion," Marcia said. She was also connected with Vincent Haworth, the director of the Capital Access Center (CAC), and together they used the financial plan and built it into a full business plan outlining the numbers, marketing, growth, and development options.

Results achieved: The Client was successful in securing funding for her business and was able to build a strong business plan outlining their full growth potential. The new location doubles capacity - and LBB is nearly full once again! Marcia said, "John and Vince were able to help me find financing opportunities through local banks and eventually find the best fit."

LBB prides itself on being an extension of their student's families. Marcia explained, "Students feel at home in our center and know that we provide a safe place for them to grow. We develop relationships with our families and maintain these relationships through active and open communication. We maintain our staff for extended periods of time, which helps deliver consistency and continuity of care." LBB has been in business for 17+ years and has served more than 2000 children in their community as well as employed several hundred people.

Marcia's best advice for new businesses is- "Know your numbers. When you do not have a clear picture of what your income needs to be compared to what your operating costs are, you will not make it. You also need to build savings to help you through tough times. If you do not know your numbers, get help to learn how!"

About Little Building Blocks: LBB can be found at 29700 W 187th Ter. Gardner, KS 66030. Learn more about it by contacting them through their website www.littlebuildingblocks.com/ Ph: 913-980-6417 and you can also check out their FB: <https://www.facebook.com/LittleBuildingBlocks> Instagram: <https://www.instagram.com/littlebuildingblocks/>

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 **Little Building Blocks**
Early Childhood Development Center

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