One of their biggest challenges was managing cash flow. They learned the ins and outs of working with bankers and developing a financial history. They encourage all business owners to hire an accountant and make sure the books are setup properly and that you have the right business structure. Another challenge has been in finding and hiring good employees. The Schrags encourage business owners to utilize the SBDC and several other resources such as DOT personnel, OSHA personnel, and insurance representatives. As Terry says, “The biggest challenge for a business owner of any size is being able to sort through all the BS and get down to the brass tacks.”

Debbie and Terry reflect on the past years and all the adventures they have experienced. Having a good product and enjoying your business partner are the things they have enjoyed the most. The difficulties include working through the challenges but have proved to have paid off.

The Schrags appreciate the help they found in the WSU KSBDC. “They guided us through the writing of the dreaded business plan,” explained Debbie. “They funneled us in the right direction for financing. But most of all the ENCOURAGEMENT they gave was the most appreciated. I especially want to thank our consultant, Frank Choriego, for his patience, encouragement, wealth of information and friendship.”