

## 2017 WSU Kansas SBDC Emerging Business of the Year

### Reverie Coffee Roasters

Owner: Andrew Gough



In 2015, and only two years into business, Andrew Gough decided it was time to review his business plan and make a few hard decisions. Was it the right time to leave his full-time job to focus on the retail café and wholesale coffee roasting business? Would he need to create new projections to secure financing to expand the business? What kind of plan would it take to get there?

Seeking help to review his current plan, Gough's banker referred him to the local SBDC. With help from the SBDC Gough modified his existing business plan and developed a well-thought out growth plan that showed Gough that it was the right time to expand and to lay the groundwork for sustainable future growth.

Reverie Coffee Roasters has not only grown, but has also led the charge in revitalizing an older mixed-use area on Douglas Ave to the East of downtown Wichita. As a leader inside and outside his business, Andrew has given back what he has learned and continues to learn as a young Wichita entrepreneur. Reverie is a shining example of how local small businesses can find opportunities to do business with each other while sharing vibrant informal mentorship and support.

In 2017 Reverie will continue with its expansion by expanding the business lines, relocating a third of a mile to the west of the current Reverie Coffee Roasters.

To learn more about Reverie Coffee Roasters, visit <https://www.reverieroasters.com>.

