



2009 Existing Business of the Year

Kraus Electric, LLC



Owner	Lee and Elizabeth Kraus
Nature of Business	Electrical contractor
City	Scranton
County	Osage
Phone	785 -793-2437
Web Site	www.krauselectric.com
Business Structure	LLC
Business Began	1995
Employees	4
KSBDC Consultant	Tom Byler



“Thanks to the KSBDC, Kraus Electric, LLC has been able to successfully develop and implement a business philosophy and plan for an application for a small business loan. We have been able to secure property for future growth and development of our company.”

Lee & Elizabeth Kraus, Owners

Lee Kraus has always had an interest in electricity and how it works. You could say he actually began his electrical career at the age of twelve, when he earned his electricity merit badge as a Boy Scout. He attended Kaw Area Technical School and later graduated from Kansas State Technical College with an Associate’s degree in Computer Engineering Technology. He was employed through the electrical workers union before he and his wife, Elizabeth, opened K&K Electric in 1995, as a home-based business with an old Ford pickup truck, some drill motors, extension cords and a pouch full of hand tools and wiring houses. Lee would do any service call or job as an electrical contractor. In 1999, Kraus Electric, LLC was formed, doing business as K&K Electric & Sign.

Diversification and flexibility are two qualities that have helped Kraus Electric, LLC become what it is today. Over the past fifteen years, the company has grown to four employees after starting out as a one-man operation. Lee Kraus believes that being able to change with market demands has been the key to success for the business.

Secret to Success

“Our secret to success is to maintain a positive attitude and be willing to adapt and change to the times and challenges we encounter.”

Two main market areas have been developed by recognizing and filling market niches; billboard and sign lighting and maintenance, and generator sales, installation, and service. Being able to seize these opportunities has helped Kraus Electric grow and be profitable over the years, and has helped prepare the company for expansion.

With help from the KSBDC, Kraus Electric has been able to successfully develop and implement a business philosophy and plan to obtain a small business loan and secure property for future growth and development. The KSBDC has also provided seminars that have been helpful in the development and implementation of marketing and advertising plans. Additionally, helpful sources of information have been provided for understanding tax laws and training office personnel on conducting business within the guidelines of State and Federal laws.

Thorough training and continuing education of employees is a guiding principle at Kraus Electric. It is with well-trained professionals that this business has projected its professional image and provided quality craftsmanship in all facets of the business. Both the short-term and long-term goals of the company include plans for developing employees and attracting the best in the field. This will continue to be a big factor as the company expands into the future.

Congratulations to Kraus Electric, LLC for building a successful and solid business!



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