

2007 Existing Business of the Year



Name of Business	Sunflower Home Health, Inc
Owner	Christa McKinney
Nature of Business	Home Health Care
City	Garden City, KS
County	Finney
Phone	620-275-4440
Business Structure	"S" Corporation
Business Began	June 2001
Employees at Start Up	1
Employees in 2007	55
KSBDc Counselor	Patricia Veearart

"I saw the potential because I was looking with my heart and my eyes. I knew it would work because the SBDC helped me run the numbers and write my business plan."

Christa McKinney, Owner

**Garden City Community College
Kansas Small Business
Development Center**

801 Campus Drive
Garden City, KS 67846

Phone (620) 276-9632
Fax (620) 275-3249
www.swksbdc.com

Patricia Veearart
Regional Director
pveearart@gcnet.com

Cristina Aslin
Assistant Director
cristina.aslin@gcccks.edu

Kathy Nance
Business Specialist
ksbdc@gcccks.edu

For years as a registered nurse, Chris McKinney witnessed the health care needs of rural Kansans grow faster than the resources to meet those needs. As the population aged and as funds for community based services to special needs populations expanded, she recognized the growth potential for health care and support service providers. Sunflower Home Health, Inc (initially an LLC) started as a home health care company, but their focus now goes beyond the classic home health care services to the elderly, frail, and physically disabled. It now includes specialized services to people with traumatic brain injuries and to infants and children requiring technological and nursing support. Additionally, the original company has grown to either spin off, or spawn, four other companies and a not-for-profit organization.

"We believe in making a difference, one life at a time. We will achieve our vision by doing that. We can leave it to others to be the biggest. We intend to be the best at whatever we do."

The affiliated Sunflower companies are located in Garden City, Kansas and have a service area that covers several counties in southwest Kansas. Sunflower Home Health, Inc was established in early 2001 and has grown from that initial one person business to fifty-five full time employees providing round-the-clock services.

Chris came to the Garden City Community College KSBDc as she began making plans to open the business. She knew the state laws and requirements but did not have experience in opening a business. She worked with the consultant to develop a business plan, make financial projections and learn what records would be needed to run her business. They discussed marketing the business and also completed an employee handbook. "By working through the financial aspects of my business, I was able to see that I could fund it myself and not have to carry the debt load of a loan," Chris explained. "This allowed me to cash flow my business immediately. The Kansas Small Business Development Center was very instrumental in my becoming a successful business. I recommend them to other people starting or even maintaining a business."

