

# 2018 EMERGING BUSINESS OF THE YEAR



## Angel Competition Bikinis

<b>Owner</b>	<b>Karah &amp; Lauren Beeves</b>
<b>Nature of Business</b>	<b>Manufacturing: Body Building Competition Bikinis</b>
<b>City, County</b>	<b>Mission, Johnson</b>
<b>Website/Email</b>	<b>www.acbikinis.com/karah@acbikinis.com</b>
<b>Structure</b>	<b>LLC</b>
<b>Began</b>	<b>2014</b>
<b>Employees</b>	<b>9</b>
<b>KSBDC Consultant</b>	<b>Stephanie Landis</b>



Upon graduating from KU in 2013, twins Karah and Lauren Beeves began their chosen careers - Karah as a respiratory therapist and Lauren as a preschool teacher. Always looking for their next challenge, the twin sisters turned to their passion for working out, and in October 2013, Karah entered her first body building competition. Lauren was not far behind, entering her first competition in March of 2014.

Struggling to find quality competition suits, the twins decided to make their own, and Angel Competition Bikinis (ACB) LLC was born.

Karah and Lauren were taught to sew at a very young age by their mother. The girls knew design and construction and knew they could build a better suit than what was currently available to this growing market.

On June 24, 2014, Karah resigned from her job and started ACB using money saved from her salary. Lauren joined the business full time the following August, requiring both girls to continue living like they were in college and reinvesting all their revenue into the business.

Combining a unique social media strategy with their higher quality product, ACB sales exceeded every expectation and all projections in its first full year. ACB began 2016 with record sales. It became apparent the business was growing faster than Karah and Lauren could accommodate.

In 2017, ACB was referred to the Kansas SBDC at Johnson County Community College (JCCC). They met with Stephanie Landis, their SBDC Advisor. Initial conversations focused on purchasing a new building. "Stephanie has been AMAZING helping us with the purchase of our new building... (She) is helping us apply for the correct zoning, set up the most efficient production flow line, finance the building, and much more."

This initial work was just the beginning. With a commitment to continually improve themselves and the business, the sisters are working with Stephanie Landis in all areas of their operations - including process and production flow systems as well as employee and inventory management. In addition, the ACB owners actively participate in GAME - Growth through Action, Measurement and Engagement - a strategic planning workshop series offered at the Kansas SBDC at JCCC.

While 2017 began with an analysis of profit and loss statements and production flow, the year ends with drastically improved financial records tracking revenue by product line and accounting that is more reflective of a true manufacturing business.

2018 will bring continued success in a new 6000 square foot building, systems to enhance operational efficiencies as well as 6 full-time and 5 part-time employees. The Kansas SBDC and it's group of advisors are extremely proud to support this uniquely creative and passionate team of entrepreneurs.



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