

# Small Business Spotlight

| The Derrick – Neodesha, Kansas

| January 28, 2021

What began as a small gift store has grown into an all-inclusive gift boutique and interior design business in downtown Neodesha, Kansas.

Founder JoAnne Harper launched the business in 1993 with stationary and small gifts. She continued to add more gifts as well as home décor and upholstered furniture before also adding kitchen and bath design. Her daughter, Chanda Shelton, graduated with an Interior Design degree in 1998 and joined her mother at the business in 2001, taking over the kitchen and bath design side of the store.

The Derrick moved to the current location (515 Main St.) in September 2019. The 4000 sq. ft. building offers home décor, specialty and unique gifts, baby items, jewelry, kitchen goods, fusion mineral paint (and painting classes), Bridgewood Cabinets, a full design studio, recycled glass countertops, window treatments and even a massage therapist available by appointment.

The store strives to be as unique as possible.

“If you see something in our store you better grab it,” said Shelton. “With the exception of a few items, we do not carry the same things over and over again.”

Customer service is top priority for The Derrick and they were able to provide personal service during the pandemic.

“We hope that our customers see that our goal is always to exceed their expectations,” Shelton said. “While we were closed due to COVID, we made sure that our customers knew we were available for private shopping and/or delivery during that time.”

One challenge the business has faced during the pandemic has been getting product delivered in a timely manner.

“It’s been difficult to have the product that we want delivered in a timely manner from our suppliers.” Shelton said.

The Derrick has committed to a willingness to change and make adjustments as needed. Because of this commitment, The Derrick is now fully online at [www.shopethederrick.com](http://www.shopethederrick.com).

Shelton shared a bit of advice for other small business owners during this time.

“Have faith in God and know that He has your back. Don’t give up. We are all in this together and will get through this together,” she said. “Be willing to change, because to succeed we have to change.”

