

“ACADEMY BANK IS A PART OF OUR FUTURE.”

► **MICHAEL FUHRMAN,**
President, Schutte Lumber Company



DONE DEAL.

 **ACADEMYBANK**

THE SCHUTTE LUMBER COMPANY DEAL

A LUMBER YARD BUILDS SUCCESS

A company with a great history deserves a great future. For nearly 140 years, Schutte Lumber Company, the oldest family-owned lumber yard in the Kansas City metro area, has helped KC build, expand and improve its future. The company, known for its selection of timbers, cedar, siding, and specialty hardwoods, in addition to more common building materials and rough lumber, also encompasses a full mill operation producing custom trims, moldings, and architectural millwork.



Michael Fuhrman

Schutte Lumber Company was purchased in 1997 by entrepreneur Dan Fuhrman and is led today by his son, Michael Fuhrman. The company sells wholesale to dealers and supports area commercial construction companies, remodelers, and individual DIYers.

Michael Fuhrman explains the model this way; “Because of the way we’ve evolved, essentially making customers out of our competition, we adhere to pricing and policies that protect our wholesale and dealer relationships. This focus has helped us preserve and grow our business for over 139 years, and has created a regular and loyal customer base in a 200-mile radius around Kansas City.”

STANDING STRONG FOR 139 YEARS

Any business sees good times, tough times and a great deal of change in 139 years. Schutte Lumber Company has been washed out by a flood, leveled by a fire, and has survived depressions, recessions and the redefinition of its industry – but is still standing strong in its original Crossroads area location.



Joe Houlehan

What are the secrets to longevity? “Have a consistent value set,” Fuhrman advises. “Don’t be distracted by shiny objects and short-lived trends – they won’t produce for you in the long run. Stick to what you do better than anybody else. Operate with integrity; trust is key in any business. Train your staff well, treat your customers like family and collect friends you can actually count on.”

One of those stalwart friends is Academy Bank Senior Vice President and Commercial Banking Officer Joe Houlehan. “I’ve known Joe since grade school,” Fuhrman says. “We grew up together. Throughout my career, and over the arc of the last 20 years, Joe has always been a good sounding board and given me great professional and financial advice. I trust him implicitly.”



► ABOUT SCHUTTE LUMBER COMPANY

3001 Southwest Boulevard,
Kansas City, MO

Schutte Lumber Company, Kansas City’s oldest independent commercial construction supply yard, contractor/DIY showroom and specialty products mill service, operates from a single location in the area of the Crossroads District, on a 13-acre lot that has been the company’s home since 1880.

Property:	Schutte Lumber Company
Site Size:	13 acres
Building Space:	Four 12,000 sq. ft. lumber and materials storage buildings, one 35,000 sq. ft. shed, 145,000 feet of manufacturing, retail and office space
Zoning:	Industrial/Retail
Amenities:	Major thoroughfare frontage, large parcel, surface parking

CARVING OUT A BETTER FUTURE

“Michael has worked every job in that yard and knows every square inch of his 13 acres,” Houlehan reports. “His business is in great shape today, but it wasn’t always so easy for him. Michael’s company had initially been with a different bank, which failed, and another group swept in and bought up their paper. That group did nothing for Schutte Lumber and made it hard for Michael to access working capital. It was during the recession when many companies were going through a long rough patch, so I worked with Michael to help him manage down the company’s debt and secure better financing. Michael right-sized his operation, and under his leadership, they are in a very good position today.”

“I’ve always appreciated the way Joe goes to bat for us,” Fuhrman continues. “He’s always on our side. Joe spent time down here early-on, learning about the yard and the mill, and building his understanding of the ways we make money. He enjoys getting to know his clients and their operations. So, when Joe moved to Academy Bank, we went with him.”

“A SMALLER BUSINESS NEEDS A
VERSATILE BANK. THAT’S WHAT WE
HAVE WITH ACADEMY BANK.”

– Michael Fuhrman,
President, Schutte Lumber Company

“You need a relationship with a bank who commits to you and works for your success. In my experience, that doesn’t happen in big, national banks unless you’re a big, national company. We’re a small, urban-core business – and we’re staying right here, serving our neighborhoods and our community. That plan doesn’t fit the profit objectives of many financial institutions. A smaller business needs a versatile bank – and that’s what we have with Academy Bank.

“I have a real estate loan with Academy; a 10-year note at a competitive fixed rate that lets me put aside that constant distraction of rising interest rates or refinancing and focus on growing my company. We have an operating line of credit, an equipment line, and we’re set up with Academy Bank Treasury Services, ACH and online banking. Academy’s back-office team is stellar and keeps our accounting department and our suppliers and vendors happy.

“Our business model itself is not very complicated. The complexities come with the customer base we serve, which includes lumber yards and commercial builders in a 200-mile radius of Kansas City. We manage our money and our inventory carefully, but a time-sensitive opportunity or a special order can spring up without warning, and we have to move quickly to capture that business. Some of these orders are quite large and ramping up for them could take 25% or more of our operating line of credit. I need a bank with the flexibility to help me fill that order without tying up my operation on one sale. Academy has always been very accommodating. They know good business when they see it.

“ACADEMY WILL HAVE A STRONG
PRESENCE IN KANSAS CITY FOR
A LONG TIME.”

– Michael Fuhrman,
President, Schutte Lumber Company

“We’re an independent business. We offer unique products and custom services. We help people dream bigger and build better. We have decades-long relationships with customers across the region, and we’re still growing because we believe in Kansas City companies. We like making our own decisions and moving on our opportunities. We’re a family business in every sense, and we prize relationships. I’m describing Schutte Lumber Company – but I could describe Academy Bank the same way. Just like us, I believe Academy will have a strong presence in Kansas City for a long time to come.”

A RESPECT FOR RESOLVE

“I would recommend Academy Bank to any business owner,” Fuhrman advises. “Responsive service, quick decisions, the right deals, keeping things simple, putting your business in front of their business; it’s all those things. Academy Bank also understands our community. Academy knows small business. They’ve seen the ups and downs in the economy and banking, just like we’ve seen the fire and the flood – and to have the wherewithal and the grit to stick it out, push through and come out even stronger – is something that we both appreciate and respect in each other.

“Schutte Lumber Company is very proud of our past. With Academy Bank, we’re excited about our future.”

THE SCHUTTE LUMBER COMPANY DEAL

BUILDING FOR TOMORROW

Academy Bank is grateful for all the clients who trust us to serve their interests. In their unique ways, each business we work with and every deal we do produce new opportunities and secure jobs and economic development that make our communities, and our nation, better and stronger. We build the future every day – and all of us are the history to which it will point.

While we work with companies and deals of all sizes, none give us greater pride or satisfaction than helping independent, family-owned small businesses. Academy Bank shares those roots, and their growth and success prove to us that what we do today, matters tomorrow.

ABOUT ACADEMY BANK

Academy Bank is a full-service bank with 71 retail and community branches in Kansas, Missouri, Colorado, and Arizona. Academy Bank is part of the Dickinson Financial Corporation family of banks with over \$2.5 billion in assets, which also serves active and retired military and civilian clients across the United States through 36 Armed Forces Bank branches in 15 states.

NEED A DONE DEAL?

Trust the experienced team at Academy Bank with your future, and let us show you the possibilities for your next project.

CONTACT US TODAY:

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For more information on our commercial lending solutions, visit

[ACADEMYBANK.COM/COMMERCIAL](https://www.academybank.com/commercial)

