



**Small Business
Development Center**
UNIVERSITY OF GEORGIA

www.georgiasbdc.org

A Public Service and Outreach unit of the University of Georgia

Coffee Fans to Multi-Store Franchise Owners

When **Mark and Allison Bell** pursued their first **Ellianos Coffee** franchise, they worked with the **UGA SBDC** to evaluate the opportunity, build a business plan and five-year projections, and package financing. The Bells secured a **six-figure SBA loan**, opened their first location in **Vidalia (Jan 2023)**, and in **2024** launched a second store with family partners in **Fitzgerald**, with additional territories planned. In year two, the Vidalia shop posted **28% sales growth**, overall growth is projected at **20% annually**, and each new location is expected to add about **20 jobs**.





We provide the tools,
training and resources
to help small businesses
grow and succeed.



U.S. Small Business
Administration



Small Business Development Center
UNIVERSITY OF GEORGIA

18 Office Locations

Serving Every County in Georgia





How we're serving Georgia businesses...



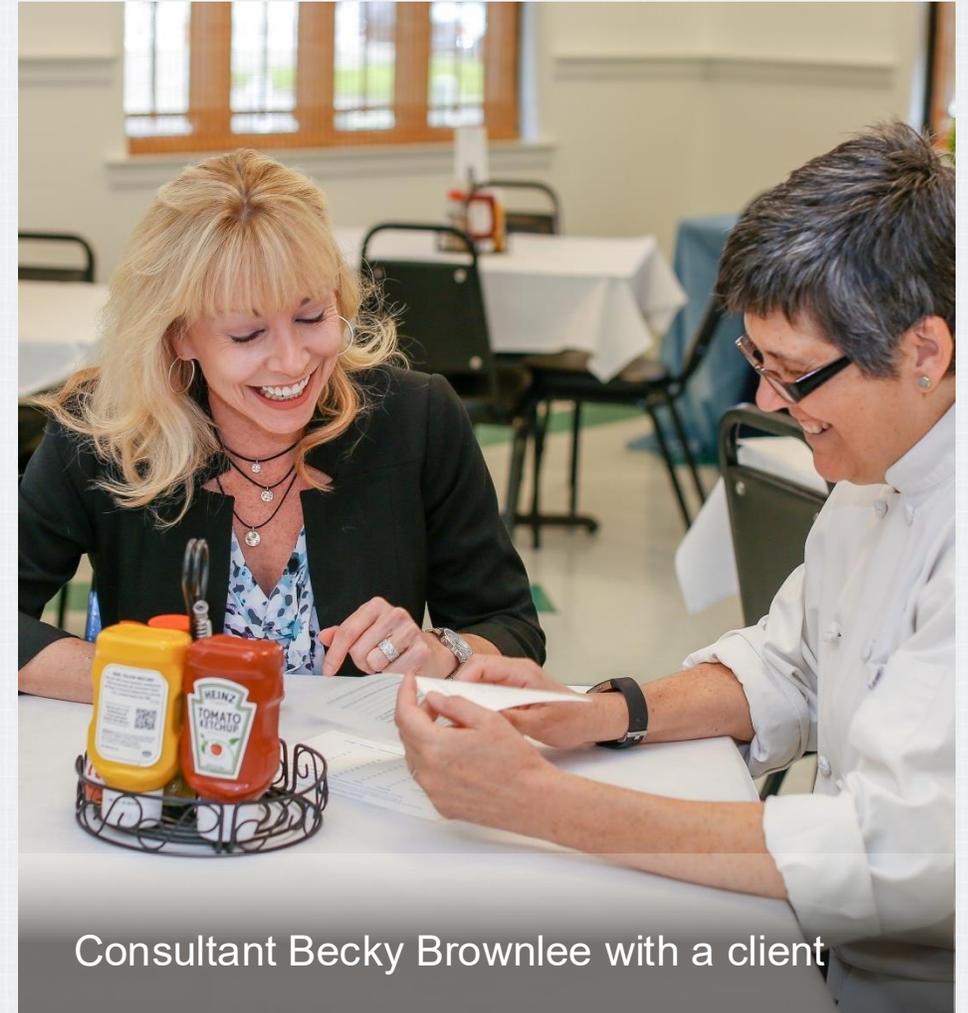
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College Side Gig to Scalable Company

Stewart Ward turned a college lawn maintenance side job into a full-time career, launching **Quality Outdoors** in 2020. In 2021, Ward engaged the UGA SBDC for help strengthening financial management and learning to use QuickBooks more effectively. Working with UGA SBDC consultants, he cleaned up financial data, built reporting discipline, and began strategic planning to support sustainable growth and reduce owner workload. Since going full-time, the company has grown from **one employee to 13**, added **three trucks**, expanded to a **100-mile service radius**, and increased annual sales by **more than 1,560%**.



Our consultants are highly qualified, educated and experienced.



Consultant Becky Brownlee with a client



Consulting Services



STRATEGIC PLANNING



CASHFLOW MANAGEMENT



CAPITAL ACQUISITION



INTERNATIONAL TRADE



ACCOUNTING/FINANCE



PROCUREMENT

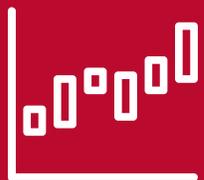


MARKETING STRATEGY



BUSINESS MANAGEMENT





How we're impacting Georgia's economy...



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From Blight to Backbone

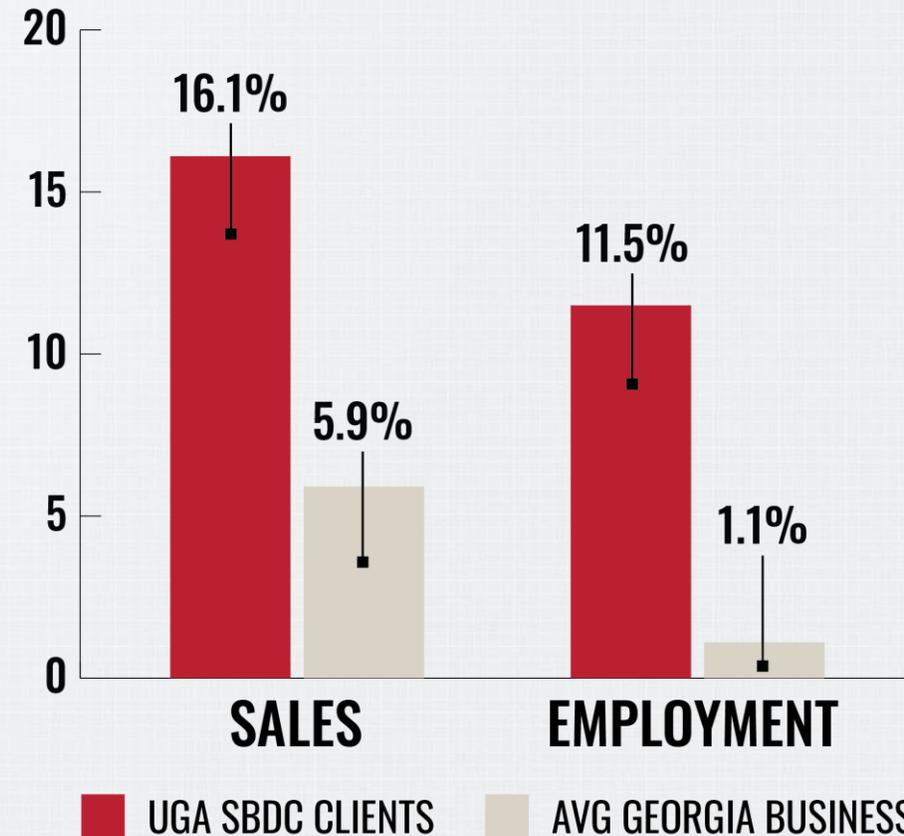
When **Chadwick Peck** spotted two run-down commercial buildings in **downtown Demorest**, he saw an opportunity to bring new life to the community's core, but traditional lenders would not finance the deal. Peck worked with the **UGA SBDC** to refine the business plan, build financial projections, and prepare a competitive loan application connected to **SSBCI/CDFI downtown redevelopment financing**. With that support and partners including the **Georgia Cities Foundation** and **Access to Capital for Entrepreneurs (ACE)**, Peck secured **\$550,000** through the **Downtown Development Revolving Loan Fund** to purchase and begin redeveloping the property. The project includes **two buildings with seven rental units**, with **two units fully renovated** so far along with major exterior repairs and a roof replacement, showing visible momentum in the downtown turnaround.



PERCENT GROWTH

In CY '25, we consulted with **4,725 clients** and conducted training programs attended by **4,387 Georgians**.

Businesses receiving long-term UGA SBDC assistance experience sales and employment growth at a higher rate and have a 3-year survival rate higher than the average Georgia business.



CLIENT SUCCESS OVER THE PAST 5 YEARS:

2,218 Businesses
Started

\$9.7B

Total
Sales

15,074 Jobs
Created

\$1.27B

Capital Raised in
Loans & Equity



SBDC Client Testimonial

“What makes the UGA SBDC so unique and awesome is that they are not in it for financial interest or gain. There is no personal motive other than wanting to help people in their community succeed. And I can tell that in how we were treated and how they worked with us. The people involved with SBDC are truly the magic that makes it great.”

Aaron Bisges

StillFire Brewing, Suwanee, Georgia





Growing Georgia's Businesses

With 18 locations across the state, the University of Georgia Small Business Development Center's goal is to enhance the economic well-being of Georgians by providing a wide range of educational services for small business owners and aspiring entrepreneurs.





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Thank You.



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