

**Kevin and Jennifer  
Chiocco**

Owners, Chiocco  
Enterprises, LLC  
(724) 866-3883  
<http://www.chioccoenterprises.com>

**County:** Crawford County

**Industry:**  
Commercial Land Clearing  
and Landscaping

**Year Founded:**  
2013

**SBDC Assistance:**  
Business Plan Development  
Financial Analysis  
Capital Acquisition

**Consultant:** Shane Foster

**Additional Partners:**

**Gannon University SBDC**  
Center for Business Ingenuity  
900 State Street, Suite 100  
Erie, PA 16501  
P (814) 871-7232  
F (814) 871-7383  
gusbdc@gannon.edu  
www.sbdcgannon.org

## Chiocco Enterprises, LLC Overcomes Devastating Fire with Gannon SBDC Assistance



*"Without the assistance of the SBDC, I fear our company would have had to close our doors. I can't thank them enough for their service!"*

*-Jennifer Chiocco*

Chiocco Enterprises, LLC specializes in land clearing and customized landscaping for residential, commercial, and agricultural customers. Recently, their company suffered a devastating fire to their brush hog. This piece of equipment is the lifeblood of their livelihood. This disastrous blow caused them to enter into a lease to purchase agreement with an equipment provider with unfavorable terms, leading to significant cash flow challenges for their business.

In July of 2019, they contacted Crawford County Business Consultant, Shane Foster, to discuss their best course of action. The Chiocco's are no strangers to the SBDC as they used their service in 2013 to start their business. During their early stages, they attended the First Step seminar, which they still credit to as helping them launch their business.

Upon the initial meeting, their consultant analyzed their cash flow and provided a strategic plan to save their company. With his assistance, they were able to draft a well-written business plan and financial projections that helped them successfully acquire the capital to purchase a brand new brush hog and restructured their finances to free up additional cash flow. This extra cash flow allowed them to pursue larger commercial contracts. They are delighted to report that their business has grown expediently over the past six months, and they are looking to hire additional employees.

Since the successful purchase of their brush hog, Jennifer has been happy to report business is still growing month after month. Chiocco Enterprises also secured one of their most significant contracts to date, which should lead to experiential growth. Jennifer remains in contact with her consultant and is looking forward to working with the SBDC to continue to build her family business.

**CHIOCCO ENTERPRISES, LLC**