

SUCCESS STORY

BOB'S PLUMBING

Bob's Plumbing and Heating was founded in 1965 and has gone through multiple owners and changes since then. Toward the end of 2020, Jake Bryant decided he wanted to purchase the business but didn't know where to start.

Jake heard about the Ohio Small Business Development Centers (SBDC) from a family member who recently used their services. She recommended Bill Auxter at the SBDC at Terra State Community College in Fremont, and soon, Jake and Bill began to work remotely on small business basics so he could apply for a U.S. Small Business Administration loan.

Jake completed the proposed business plan and then Bill worked on the financial side of it that went through the loan terms, the tax returns, and the industry financial reports. The business plan was eventually presented to his lender, and the loan request was approved.

"Having started in the (COVID-19) pandemic, I never met Bill face-to-face, but he was still very easy to get ahold of," Jake said. "He would always answer if I had a question and was very helpful and knowledgeable in letting us know what to do to make our business more efficient."



The business now offers a variety of services that go beyond the basic plumbing and heating services; it also provides furnace, air conditioner, and boiler installation repair and installation.

Almost seven months later, Bob's Plumbing has nearly doubled its sales from the previous three years. Jake also was able to go from four employees to six because of an increase in demand and revenue.

"Jake appreciates all we have done and looks forward to continuing to work with our center as he grows and sustains his business," Bill said.

To learn more about Bob's Plumbing, call [419-575-7069](tel:419-575-7069).