

# Jeff Klump – Mid America Safety Solutions

## Client of the Southwest Indiana SBDC



As a Marine Corp veteran, Jeff Klump is no stranger to discipline and hard work. He had a desire to start a business that provides traffic signaling services on a contract basis for road construction crews, utility companies, cable companies, etc. He hires employees who direct city and highway traffic when one lane is shut down due to construction or for repair of utility lines.

He provides good, dependable help by hiring veterans/retirees he knows through the local

Veterans organizations. He also has some knowledge of the business because the company he previously worked for utilized that kind of help and he was involved in conducting safety training for them, and he knew there were few companies providing that service.

He came to the Southwest Indiana SBDC for help with preparing a business plan to approach banks for financing and received industry reports and other tools to assist with the startup. In addition, the SBDC introduced him to the local Procurement and Technical Assistance Center (PTAC) officer who was instrumental in getting Jeff and his company certified as a veteran-owned business. This certification opened the doors to city, state and federal contracts.

Jeff managed to start his business with a handful of part-time employees and only two vehicles. In just over a year, it's grown to 35 employees and more than 20 vehicles, providing traffic control for projects all over the tri-state area.