

IO Environmental & Infrastructure



Economic Impact:

- New Jobs: 20 Full Time
- Government Contracts: \$86.2 Million
- Capital Infusion: \$750,000



Location:

San Diego, CA 92116



SBDC's Assistance:

- Securing Contracts
- Finding Buyers
- Hiring New Employees
- Obtaining Funding



Client Quote:

“When the federal budget sequestration hit in 2015, 85% of our federal revenue dried up overnight and many of our competitors went out of business. It is not an overstatement to say that the **SBDC kept us in business.”**

**- Mike Bilodeau,
CEO**

The federal budget sequestration rocked government contractors in 2015, and 85% of the client's federal contracting revenue vanished in an instant. The **SBDC** acted immediately by opening doors in the private and public works sector along with other assistance, and in only two years' time, the client's fortunes completely changed course.

The results are nothing short of phenomenal: dozens of new jobs, tens of millions in government contracts, and one very satisfied **SBDC** client.

Description of Business:

IOEI is a Service-Disabled Veteran-Owned Small Business (SDVOSB) that employs a minimum 40% Veteran workforce to provide a wide range of services to the environmental services industry and the civil infrastructure and facilities construction industry.

Use of Capital Infusion Funds:

The company utilized financing to double its staff and scale up the company to accommodate its significant growth in government contracting awards.