



Making "MOVES" for You

With over 19 years of experience in the transportation, logistics and retail management fields, Jarod Stukes started Stukes Dynasty Transportation, LLC (SDT) to help people and businesses in his community reduce waste, conserve energy and prevent pollution. The company, which offers junk and debris removal as well as pick-up and delivery services, opened for business in October of 2020 and has already seen impressive growth in its first year.

Industry: Debris Removal

Challenge: Client previously owned a trucking business but became overwhelmed and closed. He now wanted to start a new business, so this time he contacted the SC SBDC for support.

Approach: Consultant helped client file legal documents necessary for starting a business and discussed business legal structure choices, business insurance and accounting practices.

Results:

- Capital Formation: \$9,000
- Annual Sales Increase: \$33,000
- Jobs Created: 1 full-time, 4 part-time

Stukes, a US Army veteran, had 15 years of experience moving valuable cargo over thousands of miles in Iraq—what he lacked was the background knowledge necessary to kickstart a new business. Having formerly attempted to start a business by himself, Stukes decided to take a different approach by contacting the SC SBDC for help. Fortunately, Sumter Area SBDC Business Consultant Catherine Blumberg was ready to step in and provide her new client with much-needed guidance.

Together, the pair collaborated on a business plan that would allow Stukes to apply for small business loans and grants. Blumberg helped him collect and file the legal documents necessary for starting a business and gave advice about insurance and accounting best practices. Blumberg also helped Stukes plan the structure of his business from a legal standpoint, including how he would classify his employees once he was ready to expand.

“Jarod is so capable, all he needed was some guidance,” said Blumberg. “He had not fully recognized the importance of good financial records and we talked about the methods available to him for start-up. I advised him to take the time to organize his business and reviewed the elements of a good business plan.”

Taking advantage of the SC SBDC’s network of subject matter experts, Blumberg referred her client to Charleston Area SBDC Marketing Consultant Robert Jones, who reviewed Stukes’ website proposal and provided feedback about his marketing strategy.

As SDT approaches its first full year in operation, its outlook is bright. According to IBIS World, increases in population and consumer spending are expected to drive up the demand for debris removal with an emphasis on recycling. Stukes is staying ahead of the curve by continually comparing SDT's services to other companies, and in the next few years hopes to purchase a commercial building and expand his array of services.

Services Provided:

- > Access to Resources
 - > Website Development
 - > Social Media
 - > Cash-Flow Management
 - > Marketing
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“ I had a great team behind me and with my consultant's positive energy and continued support, I knew I had the perfect foundation to expand my business.

Jarod Stukes, Owner
Stukes Dynasty Transportation

