

## AJC Professional Services Expands to Harrisburg



“Without Vickie Gyenes’ and the SBDC’s expertise I would have struggled with the process of developing a business plan and obtaining my business loan. Vickie was incredibly helpful and professional!”

Eric Horvat, PE

**Client Name:**

**AJC Professional Services, LLC**

**Eric Horvat, PE**  
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Westmoreland County

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**Website:** <http://ajcpros.com/>

**Industry:** Consulting Engineering  
**Year Founded:** May 2010

**SBDC Assistance:**  
Competitive Market Analysis  
Industry Trends/ Demographics  
Short and Long Term Goals  
Financial Projections  
Business Plan for Expansion

**Saint Vincent College SBDC**  
**Vickie Gyenes, Global Trade**  
**Manager, NASBITE CGBP, MSM-OE**  
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AJC Professional Services, LLC is a consulting engineering firm specializing in mechanical, plumbing, electrical and fire protection systems in buildings. In July of 2014, Eric Horvat, PE began work full time in Pittsburgh in order to more directly serve his clients. In September of that same year, the company saw an opportunity to expand into the Harrisburg market. In order to expand, an infusion of capital was necessary to hire an employee, secure office space and purchase the necessary computers and software.

Mr. Horvat, PE contacted the SBDC for assistance with a business plan to be used in pursuing the capital necessary to expand the business. The SBDC assisted with a business plan and financial projections. SBDC services provided to the client included:

- Competitive Market Analysis
- Industry Trends/ Demographics
- Short and Long Term Goals
- Financial Projections
- Business Plan for Expansion of the Existing Firm

With the SBDC’s assistance and upon approval of their commercial financing, AJC Professional Services hired a full-time employee in Harrisburg and secured office space. With the additional staff, AJC executed several large projects including a new 24,000 square foot office building for the Westmoreland County Housing Authority, a \$1.8 million full mechanical system replacement/renovation for the historic Tioga County courthouse and security upgrades for several manufacturing plants in the Southern United States.

AJC Professional Services has the capability to design and oversee construction of systems such as: heating and air-conditioning; lighting; emergency power; domestic water system; and sanitary drainage and vent systems. Their engineers and designers are proficient in specialized design software such as AutoCAD Revit for 3-D building modeling; Trane Trace for building energy modeling and load calculations; and SKM Power System Software for electrical arc flash hazard calculations and overcurrent coordination studies. AJC works with architects to design building appropriate systems, owners to review existing systems and make recommendations, and contractors on design-build projects...and they would love to work with you!

AJC Professional Services offers services that include:

- HVAC, Plumbing, Electrical & Fire Protection Design Services
- Feasibility Studies
- Arc Flash Hazard Analysis & Electrical Coordination Studies
- Design Build & Construction Administration
- Building Information Modeling (BIM) & 3-D Design