



**Small Business
Development Center
Saint Vincent College**

*Helping businesses
start, grow, and prosper.*

**Patti Horcicak
Allegheny Winter Services
473 Upper Drennen Rd
New Kensington, PA 15608**

724-882-6020

Westmoreland County

Industry:
Snow Removal Services
NAICS 561790

Year Founded:
May 2021

SBDC Assistance:
Business Valuation
Financial Analysis
Industry Research
Business Plan Development
Financial Projections
Budgeting

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Allegheny Winter Services

Patti Horcicak first approached the Saint Vincent College Small Business Development Center in January 2021. Ms. Horcicak had worked for a home cleaning service that had been negatively impacted by the COVID-19 pandemic and had been forced to discontinue operations. She had become aware of an opportunity to acquire an existing snow removal business and was seeking guidance as to the feasibility of the purchase. Patti's son worked parttime for the company and had knowledge of the business.

The pandemic policies adopted by our host institution, Saint Vincent College, strongly discouraged in-person meetings with clients necessitating increased use of telephone, email, and teleconferencing. The initial telephone conversation with Ms. Horcicak consisted of discussions of the project, client's background, and SBDC no-fee and confidential consulting services including industry research, financial analysis, business valuation, and business plan development.

Using three years of the seller's Profit and Loss Statements provided by the client the SBDC consultant was able to create an Historical Income Statement, and subsequently estimate the value of the business, calculate Seller's Discretionary Earnings and monies available to service the new debt. With the historical data coupled with information supplied by the client with her answers to the questions posed in the Step-By-Step Guide to Developing a Business Plan and several telephone conversations and emails, then augmented with industry research prepared by a member of the SBDC staff a formal business plan and detailed financial projections were prepared.

The Horcicaks, together with an equity contribution and seller financing, were able to secure a commercial loan and acquire their new business. They formed an Limited Liability company and started their new business in May of 2021.

Patti and her family continue to work with the SBDC consultant with the strategic planning for their business to include utilization of a rolling budget to serve as a planning and measuring tool in the operation of their business..

Patti and her family benefitted and continue to benefit from the services provided by the Saint Vincent College Small Business Development Center. They showed their appreciation by sending SBDC support letters to their local elected Pennsylvania legislators.

Success Story