

HAWAII SBDC SUCCESS STORY - O'AHU CENTER



Honey Bee Cleaners

Shota Mkheidze came to the O'ahu SBDC in February of 2011, and started a cleaning business called Honey Bee Cleaners. His first contract was for \$2,500 for cleaning and polishing the floors at Don Ho's Island Grill at Aloha Tower. During this initial start up period, he had difficulty raising capital because his credit score was not adequate.

Through hard work and help from the SBDC, operations have expanded from only cleaning to servicing cleaning machines, rentals and repairs of cleaning machines, retailing cleaning supplies, and also becoming an authorized dealer for selling specific cleaning machines. Honey Bee Cleaners has an office and warehouse at the prestigious One Waterfront Tower in Kaka'ako, Honolulu. Recently the SBDC referred him to Central Pacific Bank where he secured a \$46,000 loan for his operational expansion along with a \$15,000 line of credit.

Some of this biggest clients to date are Chili's restaurants, Walmart, California Pizza Kitchen, and Ben Franklin Craft stores. Currently the SBDC is working with Shota to help with his strategic planning, and most importantly his exit strategy as he moves from owner and manager, to leader and visionary. The business has grown to over \$500,000 in sales for 2016 and is forecasted to

