

HAWAII SBDC SUCCESS STORY - O'AHU CENTER



When Ralph, Cynthia and Sarah first came to the Hawaii SBDC, all they had was a dream to move from California to Hawaii to start a recreational gymnastics center incorporating children's learning. Ralph and Cynthia are retired school teachers and Sarah, their daughter was a collegiate gymnast and a member of the Junior Olympic Program.



They had the internal skillsets to run the gymnastics programs but still had much to learn about starting a business in Hawaii. Over the course of a year, we were able to assist **Manakoa Gymnastics** with market research and local knowledge on inventory of available commercial spaces. Being their first business in a new market proved to be a challenge in securing financing for their venture. Through hard work and persistence, we completed their business plan with financial projections and received an \$80,000 SBA loan.

We will continue to work together in creating viable marketing strategies to ensure their success.

