



## *SUCCESS STORY*

### *PHILADELPHIA DISTRICT OFFICE*

U. S. SMALL BUSINESS ADMINISTRATION

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### **NE PENNSYLVANIA BUSINESS DELIVERS THE GOODS**

Brian Kerrigan, President and CEO of Northeast Pennsylvania Courier Services (NEPA) started his company in August of 2000 in Scranton PA. "It was not easy getting started" said Brian, "I started with an old van that had 240,000 miles. My first job paid about \$11.00 and I spent nearly \$12.00 in oil. Since those humble beginnings Brian and co-owner Joe McGoff have steadily grown their business from \$51,000 in revenues to nearly \$1 Million in revenues in 2003.

One of the ways that Brian and Joe overcame some of the obstacles associated with starting a business was to seek assistance at the University of Scranton Small Business Development Center (SBDC). The SBDC program is partially funded by the U.S. Small Business Administration (SBA) which, provides business counseling and technical assistance to small businesses. Brian acknowledges the help that he received from Keith Yurgosky of the Scranton SBDC. Mr. Yargosky helped Brian to develop his business plan and then worked with him to implement it.

Brian and Joe have grown their business through hard work and an extreme desire to meet customer needs. The period immediately after the terrorist attack on the World Trade Center proved to be the turning point for NEPA. A valued customer located two blocks away from "Ground Zero" was isolated and unable to receive deliveries due to street closing throughout the area. Wanting to satisfy their customer Brian and Joe parked their truck blocks away from the customer's location and completed their delivery rolling handcarts through the streets of New York City.

As the business continued to grow, Brian sought funding to expand the business. With the help of Christine Hitchcock from Metro Action, a part of the Scranton Chamber of Commerce, Brian was able to secure a \$25,000 micro loan. Metro Action is an SBA approved micro loan intermediary wherein they provide funding to local small businesses on behalf of the SBA.

NEPA has grown from one very old truck to a fleet of trucks that serve the areas of Northeastern Pennsylvania and Southern New York. Brian also has a little more help these days employing 23 people from the community.