



The Advisor

Providing assistance for new and established businesses

University of South Carolina SBDC

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Success Stories— Boundary Street Sea Store

If there's one trait a prospective business owner needs when starting out its patience. And as an owner of three new businesses in one "convenient" location, Kevin Peebles has it. His talents also include a drive to succeed, experience in business, creativity, juggling ability and a great sense of humor.

In 2002, Peebles visited SBDC Director Martin Goodman and they embarked on a two-plus year journey to open his Exxon gas station and "C" store. Goodman guided Peebles through the process of developing a business plan, researching the market, obtaining appraisals and life insurance in order to successfully secure an SBA loan to fund the facility construction.

"Without Martin connecting me with financial institutions and teaching me how to present my [business] plan to agencies, I couldn't do what I'm doing," says Peebles.

After incorporating as an LLC, he navigated through various state and local regulatory agencies to obtain the proper permitting for underground tank storage, state lottery sales, beer and wine sales, architectural design review for his lot, building and signage, and finally business licenses, as well as set up accounts with future vendors. Oh...and did we mention he did all this in his spare time when not on shift as a Paramedic Crew Chief with Beaufort County EMS?

Peebles opted for a play on words when he named his Boundary Street Sea Store, located in Beaufort on one of the hundreds of sea islands which dot the South Carolina coast. The store opened in December 2004. Peebles was recognized by the National Association of Convenience Stores for

housing the Beaufort Police Department Substation "C". The physical partnership between the Sea Store and the police department developed when Peebles decided to donate space to provide shelter for officers as they write up their accident reports. The presence of officers helps give peace-of-mind to employees and patrons.

Housed adjacent to the Sea Store and Exxon station is an on-site car wash so that customers can maintain their car's appearance all at one stop. Located within the Sea Store, Peebles owns and manages a BLIMPIE subs and salads franchise and Hunt Brothers Pizza Shop. He also renovated a separate building on the property which houses leased commercial space. Blimpie, founded in 1964, is one of the nation's oldest franchises and offered Peebles a chance to go back to school...at Blimpie University, that is. He took the chance and now offers his customers a chance to fill up – both their cars and their stomachs.

Peebles credits his success to being a hometown boy who knows the community and to keeping his store clean for his customers. These two factors have earned Peebles a loyal following of locals who continue to support his businesses...and it doesn't hurt that his Sea Store has sold a few \$100K winning lottery tickets either. Seems as though the sea breeze in the SC Low-country is spreading good fortune to Peebles and his community, as well.



Economic Impact Of SBDC Services 1st Quarter 2006

<i>Business loans obtained by clients.</i>	10
<i>Value of loans obtained.</i>	\$3,060,300
<i>Client equity generated.</i>	\$6,428,122
<i>Jobs created</i>	31
<i>Jobs saved</i>	13
<i>Contract awards obtained by clients</i>	20
<i>Value of contract awards</i>	\$371,395

Upcoming Events

Seminars and Workshops

Area offices offer seminars and training courses on numerous topics important to

FastTrac® NewVenture and GrowthVenture

These are award-winning Ewing Kaufman foundation entrepreneurial programs. The SC FastTrac coalition, with funding provided by the state to establish a statewide FastTrac programs, is offering these and other programs through coalition members. Normally \$695 and \$895 respectively, through June 2006, the tuition for these 30-hour programs is being supplemented by economic development funding and they are available for \$150. For more information and to register, follow this link <http://www.fasttracsc.org/eventscal.php>.

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About us:

The University of South Carolina Small Business Development Center (SBDC) operates in conjunction with the Frank L. Roddey Small Business Development Center to aid in the growth of existing small business and start-up ventures. The goal is to meet small business needs for managerial and technical assistance at little or no cost to the existing business or entrepreneur. This goal is accomplished through one-to-one consulting services and technical assistance, continuing education programs, and resource referral. [Visit our website.](#)

