

VENTURA BUSINESS ASSISTANCE PROGRAM

SUCCESS STORY: J. DAVIS CONSTRUCTION MANAGEMENT



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Building new opportunities: A Partnership with the City of Ventura Business Assistance Program and EDC-VC helped J. Davis Construction Management blow the roof off their growth.

As a third-generation roofing and construction contractor, Jonathan Davis spent years working his way up the ladder, from a laborer to vice president at his uncle’s company. With the support and knowledge of the industry, Davis decided to open his own company, J. Davis Construction Management, in 2008. The Ventura-based company specializes in federal government contracts for roofing, interior renovations and concrete, electrical and painting projects throughout California, Nevada and Arizona.

After years of subcontracting work out, Davis wanted to expand his company’s capacity so they could execute jobs —start-to-finish—with company employees. With the support of the city of Ventura and a referral from Montecito Bank and Trust, he connected with the Economic Development Collaborative-Ventura County.

SEEKING SUPPORT

Through the Small Business Administration’s 8(a) program for small, disadvantaged companies, and the SBA’s E200 program (emerging leaders executive-level training initiative), Davis developed a five-year growth plan. Needing capital to execute the plan, he worked with EDC-VC’s loan officer, Marvin Boateng, to secure \$150,000 in credit lines. Davis worked with the Small Business Development Center advisor Gonzalo Fernandez to implement the plan.

“I really wanted to scale the company up and I couldn’t do that without capital, which EDC-VC has opened the doors to,” said Davis.

EXPANDING CAPABILITIES

With the funding, Davis hired additional employees, tripling his workforce to 19. The larger workforce of in-house tradesmen enabled the company to complete more jobs without using subcontractors. Davis also promoted a staff member to a management position, freeing himself up to pursue more job leads and business development opportunities.

Beyond the boost in productivity, the company is seeing the benefits of improved cash flow. “The capital has really helped us thrive. We’re now able to pay for materials on time, and that earns us discounts from the manufacturers,” said Davis. “We’re seeing about an 11–13% increase in profitability.”

NEW OPPORTUNITIES

With fewer everyday operating responsibilities, Davis is looking to expand the company’s revenue streams beyond the federal government sector by moving into commercial work and contracting with city and state governments as well as school districts.

To do this, he plans to continue to work with the SBDC to analyze finances and continue refining the company’s growth plan.



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