



Landmark Pest Management – Illinois SBDC at WBDC

Like many small business owners, access to capital was a hurdle for Landmark Pest Management. Owner Rebecca Fyffe turned to the WBDC for support and through their network of resources and cooperating organizations they helped grow her understanding of how to prepare financial documents in order to illustrate how her growing company is a good investment.

While working with the Illinois SBDC at the WBDC, Fyffe attended a number of their classes on micro-lending, SBA loans and other programs. Some of their workshops featured visits from bankers who explained how to best “pitch” your business to lenders. As a result of the WBDC’s support, Landmark Pest Management is slated to receive an SBA 504 loan that is enabling Landmark Pest Management to move into a commercial building centrally located within their service area that will facilitate greater operational efficiency.

Not only will the time saved by operating from this location add to the profitability of the work they perform, but since their small facility limits them from ordering products in volumes necessary to reach preferred vendor status with distributors, the new facility will allow the company to store goods in greater amounts and pay 10 percent less for materials, enabling the company to price their commercial services more competitively.

The increase in commercial contracts facilitated by relocating will enabled Landmark Pest Management to accelerate our rate of job creation not just in the long-term, but immediately, as they now project employee growth of 10 percent in conjunction with the move. By expanding the business to a facility large enough to house these volumes, the company can capitalize on a greater number of market opportunities, and because of their use of the most modern methods, a greater number of people will benefit from living and working in greener, healthier buildings.