

Small Business Development Center at UCF Above and Beyond Limousines



Not once during Herman Johnson III's 20 plus year naval career did his passion for vintage automobiles wane. So, upon his retirement in 2007 Herman started his business "Above and Beyond Limousines", assembling a fleet of 9 vintage rides, which includes a caddy Excalibur, a 68" Chevy, and custom stretch limos, Bentley, Rolls and Jaguar.

From the very beginning Above and Beyond has attracted the high profile client seeking the "splashy", entertainers and professional sports figures as well as the more conventional wedding and prom clients.

As the business matured and grew Herman recognized the importance of maintaining his cars to the highest quality standards and competitive uniqueness. Redoing exteriors and interiors is expensive; Herman needed a loan, a daunting task in 2010. He turned to the SBDC at UCF for direction. With the assistance of Roger Greenwald, CBA Herman prepared the necessary elements, a clear and compelling business plan, supportive financial pro forma(s), personal financial statements and prior year's performance financials, to seek lending.

In the 2nd quarter of this year Borrego Springs Bank approved the required loan (SBA 7a) amount enabling the restorations and the acquisition of a 10th classic ride. The business is enjoying its best year ever, anticipating in excess of \$250,000 in sales. The growth has resulted in 3 new full time employees and the addition of 3 part time drivers.

I believe we would not have been successful in obtaining the loan, if it were not for the advice and direction provided by the SBDC at UCF." "It's difficult enough to get funding, thanks to SBDC we did it the right way" says Herman.

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Herman Johnson III
Above and Beyond
Limousines

Helping Businesses Start, Grow and Succeed