

ROBINSON FAMILY TRUCKING

Orangeburg Area SBDC Client
Disabled Veteran-Owned Business
robinsonfamilytrucking.com



TOMMY ROBINSON

RESULTS:

\$3.3M
CAPITAL INVESTMENT

25%
ANNUAL SALES INCREASE

21
JOBS CREATED

>\$10M
2024 PROJECTED SALES

GROWING A BUSINESS, ONE LOAD AT A TIME

Robinson Family Trucking, founded in 2016 by the uncle-nephew duo of Tommy and John Robinson, has become a driving force in the hauling services industry. What started as a vision to meet the rising demand throughout South Carolina's Midlands and Lowcountry, Robinson Family Trucking has evolved into a business renowned for transporting materials like construction aggregates and asphalt with its fleet of top-tier dump trucks. More than a hauling service, the company reflects the Robinson's commitment to supporting the growth and development of the region they call home—one load at a time.

Tommy Robinson, a disabled veteran who dedicated 13 years to the U.S. Air Force, channeled his military discipline into being a successful entrepreneur. "Entrepreneurship has always been a motivator and aspirational goal," he said.

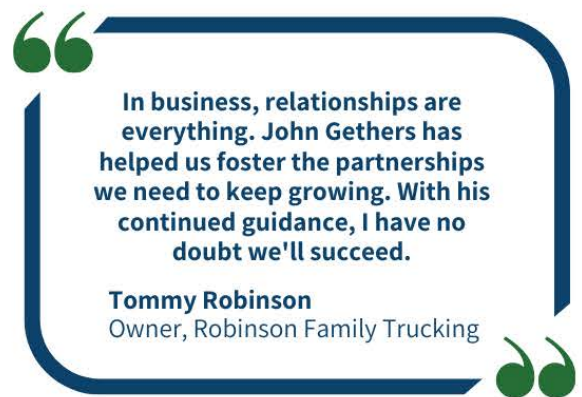
Twenty years ago, Robinson launched Butch's Auto Sales, a retail car business that he still owns and operates. "That experience made the transition to owning a trucking enterprise a natural progression," said Robinson.

In 2019, Robinson Family Trucking obtained its Disadvantaged Business Enterprise (DBE) certification, which unlocked avenues for growth and greater access to prime contractors and valuable contracts. However, like many growing businesses, Robinson Family Trucking faced its share of obstacles. Needing support to obtain financing and scale their operations, the Robinsons contacted John Gethers, region director and business consultant with the Orangeburg Area Small Business Development Center.

The partnership with Gethers proved to be pivotal for Robinson Family Trucking. "John helped us develop a business plan that was key to securing a much-needed \$2.8 million loan from Beacon Bank," Robinson said. This substantial infusion of capital enabled the Robinsons to purchase essential assets that propelled revenue increases by a remarkable 25% year-over-year.

That was just the beginning. In May 2024, under Gethers' stewardship, the Robinsons secured an additional \$500,000 loan. Gethers' support included conducting a business evaluation and risk assessment, which enhanced the Robinsons' application and made it more compelling to lenders. In addition to solving their financing needs, Gethers helped the Robinsons secure essential operational certifications and refine their strategic growth plan. "With John's help, we've expanded our network and built relationships with key vendors and prime contractors who continue to provide us with opportunities for new projects," said Robinson.

Looking ahead, the future for Robinson Family Trucking is as vast as the Lowcountry roads it travels. Over the next five years, the Robinsons plan to invest in further fleet expansion, increasing their market share and solidifying their position as an industry trailblazer. "We owe our success to John Gethers," Robinson said. "John helped us expand our business, secure financing, introduced us to key partners and guided us through the complexities of contract bidding." Through grassroots connections, expert guidance from John Gethers and a commitment to quality, Robinson Family Trucking is a testament to entrepreneurship, resilience and building stronger communities. For the Robinsons, every load matters—and every mile brings them closer to cementing their legacy in South Carolina's business landscape.



In business, relationships are everything. John Gethers has helped us foster the partnerships we need to keep growing. With his continued guidance, I have no doubt we'll succeed.

Tommy Robinson
Owner, Robinson Family Trucking

SERVICES PROVIDED:

- Customer Development
- Capital Formation
- Risk Assessment
- Strategic Growth Strategy