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Jean and Rob McLean were referred by the bank to the SJC-SBDC. “That was the best thing for us to do as we began investigating the business opportunity,” shared Jean McLean, Maui Wowi partner with husband, Rob. They attended the “First Step” seminar offered in the Pearland office of the SJC-SBDC.

“I could see immediately that they were serious entrepreneurs and that they had done considerable investigation before the class,” Michael Moore said. “They asked great questions and were always on top of the issues we were discussing. The most important benefit they derived from the seminar was form and structure to fit the package required by the lender.”

Director Moore worked with the clients in the initial session to examine their input into Business Plan Pro®, a business planning software program. Most of the considerations had been made, but some readjustments needed to be forthcoming to communicate more effectively with the lender and to be correct from an accounting perspective. For instance, the long-term assets needed to be aligned with long-term liabilities. Repayment schedules needed to be in long-term liabilities repayment and other minor adjustments, like figuring depreciation.



The lender made the loan for the purchase of an existing franchise and they started the business on September 23. The McLean’s saved time and money by thoroughly investigating the franchise and all of the area franchisees. The business had two part-time employees in its first week of operation, as the owners worked feverishly to accommodate customers at the Oak Tree Festival in League City. The second month projections were based on one festival. Already, they had seven booked and were on their way to adding more employees.

In February of 2007 they learned that they had won a contract with Reliant Stadium to sell smoothies and coffee at the events they had scheduled. The Rodeo was their first event.