

J KOKO HAULING LLC



Jill Smallwood, owner and operator of J KoKo Hauling LLC is a client of the University of Pittsburgh SBDC. In 2018, Jill came to the Pitt SBDC seeking to start tri-axle truck hauling service company. Jill has a diverse background of experience including US Army Reserves, Pittsburgh Bureau of Police and most recently Port Authority of Allegheny County. With nearly 40 years of professional experience in our local region Jill recognized an opportunity to apply her career knowledge to the growing need for commercial hauling in the Pittsburgh region.

As a new entrepreneur Jill sought to work with the Pitt SBDC to support her business planning efforts, develop three-year financial projections and maintain operational support throughout the life of her business.

In the summer of 2019, Jill officially began operating J KoKo Hauling where she primarily serves as a subcontractor for larger trucking firms. As a veteran, minority and woman owned business, Jill has a great success filling her schedule with a variety of jobs and continuing to build her network within the trucking and construction industries of Southwest region.

Business had been steadily growing during year one but due to Governor Wolf's state mandate, J KoKo Hauling was required to temporarily stop operations during COVID-19 for safety purposes in mid-March and remained closed until May. During this time, Jill worked with her consultant at the Pitt SBDC to put together a plan to manage cashflow and begin to implement new business practices to improve daily operations and expand her opportunities to serve prime contractors as a certified minority female business owner.

With the help of her consultant at Pitt SBDC and despite not only being a new business and having to navigate through unprecedented challenges, J KoKo successfully received financing from multiple sources to support the business during its temporary closure. And has begun taking initial steps towards minority certification which will assist in the long-term growth of J KoKo Hauling. As Jill puts it, "it takes a village to raise an entrepreneur" and she's so grateful to have the continued support of the Pitt SBDC as she continues to build her business and reputation.