

2010 BUSINESS RECOGNITION

HOSTED BY
Southern Utah
University SBDC



OWNER
Justin Biggs

NATURE OF BUSINESS
Chiropractic Care

CITY
Cedar City

COUNTY
Iron

PHONE
435-867-8883

WEBSITE
www.aicclinic.com
www.cedarcitysbdc.com

BUSINESS STRUCTURE
S-Corporation

BUSINESS BEGAN
November 2010

EMPLOYEES
2 full-time

SBDC CONSULTANT
Craig Isom

jobs

revenues

growth

Accident & Injury Chiropractic Clinic of Southern Utah



Starting a practice is the challenge every chiropractor faces. While in school, Justin Biggs decided to find an existing practice to buy into and eventually take over. He was fortunate enough to find a doctor willing to set up a sweat equity agreement. The agreement saved Biggs from going into much debt and he hoped it would help him avoid common start-up mistakes.

The equity agreement allowed Biggs to get a loan for business growth at the end of the five years. Four years into the agreement, the doctor Biggs worked with stepped aside and let Biggs take ownership of the business, Accident & Injury Chiropractic Clinic of Southern Utah.

Secret to Success
"The American dream is still alive.
Do not give up."

"Craig was more than a consultant; he was a coach and friend."
Justin Biggs, Owner

"His confidence in my ability to succeed was liberating," Biggs said. "I will be forever grateful to him for his words of encouragement."

Being a new business owner was exciting, but Biggs faced challenges. Financing was his biggest hurdle. He went to the Southern Utah University

Small Business Development Center and worked with Director Craig Isom for advice on financing. Isom's help allowed him to get a small business loan from State Bank of Southern Utah.

Biggs also faced the juggling act of small business ownership. His time was split between running the business and providing high-quality care. A strong support network – wife, family and office manager – helped Biggs stay on track. Now with a good start and the help of the SBDC, Biggs hopes to share his enthusiasm with others.

The Utah SBDC network is comprised of 11 regional centers hosted by Utah colleges and universities. The centers serve entrepreneurs and small businesses across the state. The centers are funded in part through a cooperative agreement with the U.S. Small Business Administration.

