

## SBDC CLIENT SUCCESS STORIES

### District 04

### C-JEY Consulting LLC

### Bowie, MD



C-JEY Consulting, LLC (DBA Yates & Associates), a Bowie-based management consulting firm founded by Connie W. Yates, is rapidly building momentum with support from the Maryland Small Business Development Center (SBDC) and consultant Mark Wells. Over the past quarter, the firm established its business and banking infrastructure, secured startup capital, completed key SBDC trainings, and launched its brand and website through the Maryland Business Opportunity Center (MBOC).

Focused on helping small and mid-sized businesses—especially those pursuing government contracts—C-JEY Consulting gained tailored guidance on capital setup, business planning, capability statement development, and certification strategy (SBR, VSBE, WOSB, VOSB, SDVOSB). The firm will continue advising sessions with Mark Wells to refine pricing, proposals, and client acquisition.



“The SBDC gave me a practical playbook, strong accountability, and momentum,” said Yates. “I’m moving from plan to execution with confidence.”

Read more inspiring success stories from our clients at [www.marylandsbdc.org/success-stories](http://www.marylandsbdc.org/success-stories).



America's SBDCs are the nation's proven, cost-effective, and accredited infrastructure focused on small businesses.



SBDCs and their clients continue to deliver results that impact the national economy and elevate Main Streets across America.



While the average American business saw its employment levels decrease by 16% in 2021, SBDC clients suffered significantly fewer job losses of 4%.