

YCAT-C

117% employee growth in one year since ICCC



“I’m constantly learning as we grow and continue to put men and women in place to earn a decent living.”

Yolanda Jones has never shied away from working hard and taking big steps with her business. She set a goal in her first year of owning Yolanda’s Construction Administration and Traffic Control (YCAT-C) to increase its revenues tenfold. YCAT-C supports and manages construction sites across the Bay Area and provides dozens of jobs to local residents. The company has grown to three locations with the head office in Bayview-Hunters Point. The neighborhood has been one of the most marginalized areas of San Francisco with low incomes and crime problems. Jones is dedicated to being a vital part of the solution to helping the area and the Bay Area by creating well-paying jobs. LeBron James amplified her efforts for exposure and job creation in this area with a shout out on Twitter earlier this year.

Jones believes that she is constantly learning as her company grows. She is continuously seeking opportunities to improve and grow her business. The ICCC executive education sessions helped her understand what capital providers were looking for and how to tell her company story better. She secured debt financing after ICCC and is able to win bigger contracts with corporations such as Xerox. Her clients continue to return to her company for the high quality of work YCAT-C provides and Jones knows that she can continue to expand her client base moving forward. Jones is on target to add over a dozen employees next year as further projects begin and she continues to expand her work around San Francisco. Since ICCC her revenues have increased by 151%. For her efforts, Jones received a proclamation celebrating her achievements as a San Francisco small business of the year in a presentation with State Senator Mark Leno in October.



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