



U.S. Small Business Administration

SANTA ANA DISTRICT OFFICE

News Release

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John (Jay) Jeffs, Managing Partner of Jayco Industries, LLC to Receive Honors as 2017 Small Business Person of the Year Finalist

Manufacturer of patented USPS approved locking mailboxes started in garage, has expanded operations to two facilities utilizing SBA loan programs

SANTA ANA, Calif. – The U.S. Small Business Administration, Santa Ana District Office has selected John (Jay) Jeffs, Managing Member of Jayco Industries, LLC, to be recognized as the 2017 Small Business Person of the Year Finalist. Jeffs, who designed and patented the vast majority of the company's product offerings, was nominated for this award by Gwen Bedics, SBA Relationship Officer at Enterprise Funding Corp. in Redlands, CA.

Starting in 1986 as a home-based business, Jeffs began by repairing and replacing mailboxes for local residents in the High Desert area of Southern California. Due to a lack of providers in this industry, the business grew and six years later Jeffs began manufacturing his own patented locking mailbox, The Letter Locker®. The business continued to expand and with the use of the SBA 7(a) Loan Program in 2000, Jeffs purchased an 18,000 sq. ft. building in Apple Valley containing offices and warehouse space, which allowed him to add modern manufacturing equipment.

In 2009, Jeffs acquired another patent on an entirely new locking mechanism and expanded operations to an additional 1,800 sq. ft. facility in San Diego to further service his growing customer base. In early 2015, with the assistance of an SBA 504 loan, he purchased a 3000 sq. ft. facility in Escondido, CA to further expand his operations in the Southern California region. With these facilities, including a pilot location in Las Vegas, Jayco Industries not only serves the communities in which they are located, they are able to provide outstanding service to the entire country. Like many businesses that survived the recession, Jeff's business went through many challenges. Hiring key people, re-evaluating his pricing model, and retaining quality employees has allowed Jayco Industries to excel in this niche market and increase its staff to 18 employees. It's important to note that Jeffs is proud that for the past 30 years, his business has been 'Made in the USA'.

Jeffs finds time to be active in his local community through the Apple Valley Chamber of Commerce, participates in the Victor Valley Chamber of Commerce Economic Enhancement Forum, the High Desert Opportunity events, and others. He serves on the Apple Valley Fire Protection Board of Directors, volunteers at his church and participates in holiday toy drives.

John (Jay) Jeffs will be recognized and receive his award as a Finalist, 2017 Small Business Person of the Year at the local Small Business Week Awards program which will be held Friday, June 9, 2017 from 10:30 a.m. until approximately 2:00 p.m. at the Disneyland Hotel Grand Ballroom. The event is being hosted by the Orange County Hispanic Chamber of Commerce. For more information on the event or to register, email events@ochcc.com or call 714.953.4289.

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About Small Business Week

Every year since 1963, the President of the United States has issued a proclamation announcing National Small Business Week, which recognizes the critical contributions of America's entrepreneurs and small business owners. More than half of Americans either own or work for a small business, and they create about two out of every three new jobs in the U.S. each year. As part of National Small Business Week, the agency takes the opportunity to highlight the impact of outstanding entrepreneurs, small business owners and others at local events around the country. Every day, these individuals are working to grow small businesses, create 21st century jobs, drive innovation, and increase America's global competitiveness. For more information, please visit www.sba.gov/nsbw/nsbw.