

## ■ JUST Q'IN BARBECUE CATERING LTD

1st Congressional District

### Expanded Barbecue Business Smokes the Competition

"We will take over the world one pulled pork sandwich at a time," according to Matthew Cuff, owner/operator of Just Q'in Barbecue Catering LTD. The family owned and operated small business is opening a second dine in, carry out and catering restaurant in the Greater Cincinnati area to the delight of their fast-growing customer base.

Finance Fund Capital Corporation (FCAP) provided Just Q'in Barbecue with a \$130,000 SBA Community Advantage (CA) loan to purchase equipment, supplies, inventory and marketing materials. "The SBA CA 85% loan guaranty helps mitigate the risk of the industry and enables FCAP to offer small and startup businesses access to growth capital," said FCAP CFO Matt Frank.

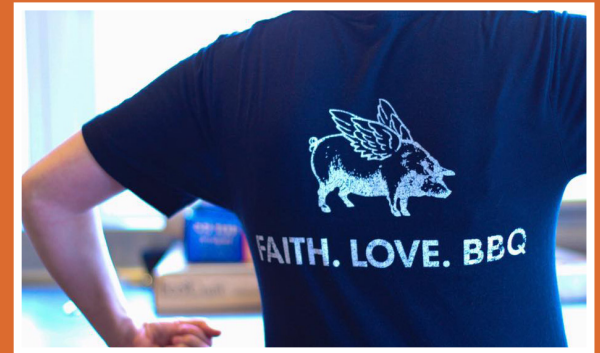
Just Q'in Barbecue takes pride in its high-quality, well-prepared food and old-fashioned hospitality. Their signature Memphis-style barbecue is dry-rubbed and slow-smoked over cherry and sugar maple hardwood. It is served with a variety of homemade side dishes such as baked beans, potato salad, coleslaw, mac-n-cheese, green beans, and sweet jalapeno cornbread. The menu also includes St. Louis-style barbecue ribs, marinated and smoked chicken breast, and slow-roasted beef brisket.

Just Q'in Barbecue began in 2007 as a top-ranked amateur team competing in North and South Carolina, Georgia and Ohio where they learned the art and science of preparing distinctive and delicious barbecue. After developing their own sauces and rubs, Just Q'in Barbecue created a signature flavor that they took to Cincinnati. The business got started as a catering service that evolved into one of the city's first food trucks. Through appearances at fairs, carnivals and concerts, Just Q'in Barbecue built a great reputation for the "Q" and a solid customer following. In December 2011, the Cuffs opened their first restaurant in Newtown, Ohio. Word-of-mouth and social media marketing continue to generate steady sales growth.



### FINANCE FUND CAPITAL CORPORATION INVESTMENT IMPACT:

- Enables small business expansion and employment
- Brings high-quality food and excellent service to urban Cincinnati
- Helps create 10 full-time jobs and retain 12 jobs.



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### About FCAP Small Business Lending and SBA Community Advantage

FCAP provides small businesses with access to capital to grow operations and create jobs in economically distressed communities. Funding is most often used to purchase real estate, inventory or equipment; build or improve real estate or leasehold property; and/or meet general working capital needs. FCAP is one of only four community-based, mission-focused SBA Community Advantage lenders in Ohio authorized to make SBA 7(a) loans of up to \$250,000.