

Tiny's Bar-B-Que, LLC

SCORE Chapter 618 (District 358)

Success Story 2010-11

Josh "Tiny" Shade has won acclaim along much of the eastern United States for his work in barbeque. It was hardly a career shift when he and his wife, Kristal, decided to venture into commercial barbeque and catering in central Pennsylvania in 2006, starting Tiny's Bar-B-Que, LLC in Mill Hall, Pennsylvania. They teamed up with Red Todd, an award-winner in the barbeque and chili realms and a barbeque author, columnist and reviewer.

The Shades sought the help of SCORE Central Pennsylvania in setting up their business, having heard by word of mouth about what the organization could offer. After working with SCORE counselor Jim Meister, they got off to a fast start in 2007. Over the next three years, Tiny's experienced substantial growth, ultimately prompting the Shades to pursue expansion. They sought SCORE's assistance a second time in 2010 in facilitating the purchase of a new truck and trailer. Meister guided them in rewriting their business plan to better accommodate these capital investments.

Tiny's has since continued in its impressive growth, moving into new facets of catering, including weddings, approved catering at Penn State, and take-out barbeque, as well as continuing to appear in the competition setting where Tiny and Red themselves thrive. They have also bought a physical location and moved into the takeout barbeque business. Tiny's now serves central and south central Pennsylvania and into Maryland.