

FLEX GYMNASTICS

Rock Hill Area SBDC Client
Woman-Owned Business
flexgymnast.com



**TAMEE TINDAL, KRISTA SCHMIDT
& JAEelyn SKINNER**

RESULTS:

\$350,000
CAPITAL INVESTMENT

24
JOBS CREATED

**NEW BUSINESS
STARTED**

HEAD OVER HEELS FOR THEIR BUSINESS

Krista Schmidt, Tamee Tindal, and Jaelyn Skinner, Tamee's daughter, are head over heels for Flex Gymnastics, the Lake Wylie-based business they opened in April 2023 to share their love for the sport and provide a wholesome place where children can flourish.

This trio connected in 2021 over the opportunity to positively impact the community through high-quality gymnastics programs and resolved to open their own facility. "I understood it would be a huge risk, but I was intent on turning my passion into a profitable business," said co-owner Krista Schmidt.

The ladies contacted the Rock Hill Area SBDC for help finding a suitable property for their venture. In their first meeting with business consultant John Blomberg, they knew they had found a great coach to lead their efforts. Blomberg's first feat was referring his clients to trusted real estate agents, the first of whom scored big points when the first property she showed her clients was, according to Schmidt, "exactly what we envisioned."

Before meeting Blomberg, the three women—all Type-A personalities—had already made considerable progress on their business plan; however, Blomberg provided the insight needed to "significantly upgrade the quality" of their plan and advised them to apply for an SBA loan. "We could tell we impressed the loan officers," said Schmidt, crediting Blomberg for helping them navigate the loan process.

Hoping to summersault into 2023 with a thriving business, Krista, Tamee and Jaelyn waited anxiously for their loan to close. With only the money they were personally investing, Schmidt frugally searched online for equipment, finding what they needed from sellers in Florida, Kentucky and West Virginia.

Pinching every penny, she rented a truck and enlisted support from her husband, Michael. Together they traveled 1,875 miles in only two days, trekking from Rock Hill to Pensacola, Tampa, West Palm Beach, and back. They performed this maneuver twice more, driving to Kentucky and West Virginia before finally sticking the landing by acquiring all essential equipment on a shoestring budget. Their coach was impressed. "These guys were scrappy, tireless and even designed the space and installed the apparatus themselves," said Blomberg.

In January 2023, they signed the building lease and began making minor upgrades to the 15,000-square-foot space. One month later, their safety net arrived: a \$350,000 loan from First Citizens Bank.

To help run the business's back-office functions, the ladies recruited their biggest fans: Tamee's husband, Kevin, Krista's husband, Michael and Jaelyn's husband, Corbin. The efforts of this irrepressible sextet were rewarded in April 2023 when they officially opened Flex Gymnastics.

Today, the gym has over 780 children enrolled in a variety of programs. To maximize revenue, they offer camp options and birthday party rentals.

Krista emphasizes their journey has been guided by faith. "From the beginning, we have been following God's lead," she said. Looking ahead, Flex Gymnastics aims to continue growing and positively impacting the community it serves.



John helped us improve the quality of our business plan, adjust financial projections and was integral to expediting the loan application process.

Krista Schmidt
Owner, Flex Gymnastics



SERVICES PROVIDED:

- Business Startup Assistance
- Business Plan Development
- Financial Projections
- Capital Formation
- Tax Strategy