

MAY'S BUSINESS OF THE MONTH!



The Savanna Chamber of Commerce is pleased to announce River Cities Heating, Air Conditioning and Refrigeration as May's Business of the Month! Eric and Shelly both have always had a vision of owning their own business someday, as they both came from families that owned and operated a business. Eric and Shelly have owned River Cities Heating, Air Conditioning and Refrigeration since 2018 but River Cities has been around since 2007. Their favorite part of their business is helping others out in a time of need and seeing how much we have brightened their day. "In this business you meet a lot of great people in a lot of different communities and they become friends along the way." When asked what made them choose this business they said, "for us it was all about timing. We were lucky enough to come upon a great guy looking to sell his business so he could retire. Eric has been in the HVACR industry for 18 years. He started in the trades right out of high school and then attended Scott Community College in Bettendorf IA where he received his certificate. From there he received a 5-year apprenticeship where he became a journeyman in 2008. He has worked and coordinated projects

from small furnace and air conditioner replacements to complete installs from ground up at store chains like Targets, Costco, and Wal-Marts all across the country. River Cities offers a full line of service of all major brands and installation of furnaces, air conditioners, boilers, sheet metal, and refrigeration services for both residential and commercial customers." They have partnered with different manufacturers to offer many different warranties and products for not just residential but industrial usage as well. Where do you see your business in the next year? In the next five years? The next ten years? In the next year we as a company see ourselves expanding another service tech to our already 7-man crew. As we have already begun the process but in the next 5 years, we look to have a full sheet metal fabrication shop onsite, and are reaching to have a staff of 12-15 techs and installers. Our goal in the next 10 years is to grow the business and expand our territory to include a second shop location. If you had one piece of advice to someone just starting out, what would it be? Always trust your gut feeling and don't second guess yourself. Use your resources to help you get started and form friendly relationships with even your competitors. Just because you are in the same business does not mean you can't lean on each other to form a plan that works for your company. Take bits and pieces of every ones advise to form your own business plan.

