



# community development partnership

*Creating opportunities for people to live, work, and thrive on the Lower Cape*

## Helping Businesses Achieve Long-Term Success

**"I offer clients prompt, professional service, regardless of the size of the job."**

*-Ryan Hazel, Owner, Rooter Ryan*

Many small business owners on the Outer and Lower Cape are aware that the Community Development Partnership's (CDP) Business & Credit department helps people starting their business with training, advice, and loans. But as business owners start to work with the CDP staff, they quickly learn that we are also dedicated to the long-term success of their businesses because they make the Lower and Outer Cape community vibrant.



One program the CDP offers is the Small Business Micro-Loan Program. To receive a loan, businesses must not only create a business plan and projections, but recipients must commit to meet quarterly with CDP staff as a strategy to promote long-term growth.

Ryan Hazel started his business, Rooter Ryan, a plumbing and septic company, in 2019 and has been working with the CDP for over three years. When we first met Ryan, he was just getting his business off the ground. He learned about the CDP from his friend Rachel Harrington, the owner [B.xclusive](#), and was working hard to establish his business.

Since 2019, despite the many challenges that businesses have faced in the past two years, Ryan has seen his client base expand to 60 restaurants across the Cape, in addition to his residential clients - double the projections outlined in his original business plan!

Ryan attributes much of his success to the services he offers his clients. "I offer clients prompt, professional service, regardless of the size of the job. Rooter Ryan currently has a 98% recommendation rate, with recognition for the business' quality, value, and customer service on the Home Advisor website," he says.

As his business expanded, he has learned to work "smarter not harder." He still manages client bids and invoices but works with an accountant for other aspects of the business's finances. He has also been able to hire professionals for some of the work that at one time he might have done himself.

Most of the CDP's small business loans are to be paid back over a five-year period, but thanks to the success of his business, Ryan was able to pay down his loan two years early.

Ryan is now evaluating the future of the business. In the long term, he hopes to expand the business as he reaches the end of his 5-year plan in 2024. In the short term, he plans to broaden his digital presence by

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3 Main Street Mercantile, Unit 7 Eastham, MA 02642  
P 508.240.7873 F 508.240.5085 E [contact@capecdp.org](mailto:contact@capecdp.org)

[www.capecdp.org](http://www.capecdp.org)



updating his website and may apply for the Mass Growth Capital Digital Empowerment Grant. The CDP's business and credit team has already assisted 15 businesses in the application [process for grants](#).

We wish Ryan success as he continues to expand his business. If you would like to learn more about the CDP's Business and Credit programs go to [capecdp.org/local-business](http://capecdp.org/local-business) or signup for the [Inside business newsletter](#).