
Rob Landers Commercial Systems

Atlanta, Georgia

Rob Landers grew up in St. Louis and majored in sports medicine at the University of Kansas. While he was in school, he made pocket money by cleaning dorms and student apartments. A job with the Spirit Group brought him to Atlanta, where he started moonlighting with a cleaning service as a “one-man show.”

“I’ve always had an entrepreneurial spirit, so I thought: Why not turn something I enjoy into a business?”



When he applied for a loan from Access to Capital for Entrepreneurs (ACE) four years ago, he was declined. He worked together with ACE to improve his credit and analyze how the money was coming in and going out in order to develop a sound business plan. Less than 12 months later, Rob was approved for a \$23,000 microloan in April 2017.

Today, Rob Landers Commercial Systems (RLCS), which employs 50 workers, specializes in janitorial and maintenance services across the state. His clients include Georgia Tech, the Department of Transportation, and the city of Smyrna, among others. At 32, he is considered the youngest entrepreneur with multiple contracts in the public sector, and he is the first African-American to operate a business of this kind in the state, and possibly in the country, he says.

“By helping me come up with an action plan, ACE has been pivotal in my growth,” he says. “The capital is important, but ACE offers so many other important resources such as marketing and technical assistance. I always recommend ACE to other business owners who need help.”

Rob derives great satisfaction from his business and he also strives to keep his employees happy.

“We’re not exclusively focused on just the bottom line -- we’re a family-oriented business,” he says. “We try balance work and life, and I’ve learned that these measures make our employees more passionate about their work.”

“We are expanding into South Carolina now,” he says, “and our goal for 18 months from now is to establish a franchise. We’re at the point where we replicable. I owe much of this success to ACE.”

Submitted by SBA Microloan Intermediary: Access to Capital for Entrepreneurs (ACE) in Atlanta, Georgia