



Small Business
Development Center
Shippensburg University

Helping businesses
start, grow, and prosper.

“I always knew that I would someday have my own business. The SBDC was awesome with helping me get started”

- Nick Mudgett

Nick Mudgett
GoGreenIT
319 E King St.
Littlestown, PA
Adams County

www.gogreenit.org

Industry: Technology

Year Founded: 2013

SBDC Assistance:
Business plan, financial
projections

Additional Partners:
Ben Franklin
Technology Partners

Shippensburg University SBDC
405 Grove Hall
1871 Old Main Drive
Shippensburg, PA 17257
P (717) 477-1935
F (717) 477-4010
sbdc@ship.edu
www.ship.edu/sbdc

A Green Future

From the time he was in grade school, Nick Mudgett wanted to start a business. At just twenty years old his ambition, combined with his environmental concern and entrepreneurial outlook, led him to accomplishing just that.

As the IT Director at Focus Behavioral Health, a human services organization in Littlestown, PA, Nick saw the opportunity to provide his workplace, and similar agencies in the human services field, an environmentally friendly solution to their massive use of paper records. He developed a business concept that would allow for a paperless workplace and more efficient productivity. Nick’s mission is “to provide a user friendly, affordable and innovative mobile-based platform to human service agencies.”

After hearing about the SBDC from the former dean of the College of Business at Shippensburg University, Dr. Stephen Holoviak, Nick accessed SBDC assistance to put his innovative business concept into action. With the help of Cheryl Young, along with additional assistance from Ben Franklin Technology Partners, he began building his business from the ground up.

“I always knew that I would someday have my own business. The SBDC was awesome with helping me get started,” Nick said. The SBDC assisted Nick in improving his business plan and in developing realistic, data-based financial projections.

In July 2013, Nick established **Go Green IT, Inc.** which will offer mobile applications to human services agencies throughout Pennsylvania. With digital access to all documentation, automatic payroll and instant billing features, these electronic systems will help the human services industry make technological advances in the way they operate, ultimately creating a more eco-friendly business world. Nick said that a beta test of the system with Focus Behavioral Health reduced over 80% of their payroll and billing errors and 8% of administrative costs.

“By going electronic using iPads, we have saved thousands of dollars on paper,” Nick says. “We are even using our iPads in innovative ways to assist the nonverbal individuals we support by using developed communication apps.”

Through the course of getting his business started, Nick has been recognized for his award-winning business concept. In November, he was awarded the first place prize of \$6,000 for his business plan at Ben Franklin Technology Partners’ TechCelerator Boot Camp in Carlisle, PA. Just four months later, he earned another \$25,000 after being selected as the winner of Ben Franklin’s \$25K BIG IDEA Business Plan Contest.

Nick shared his appreciation with his SBDC Business Consultant, Cheryl Young, after winning the Ben Franklin business plan contest, writing, “I couldn’t thank you enough, I wouldn’t have been able to do it without you!”

However, moving his business forward has not all been smooth sailing for Nick. While it is not unusual for someone of his young age to have success in developing new technology applications, he has found that his young age and the young age of his innovation can have a negative impact on sales. “People need to learn that age doesn’t matter,” Nick said.

Success Story

