



Photo Credit: mdsbwawards.org



Interworld Cleaning

Glen Burnie, MD

Owner: Asrorjon (Jon) Shukurov

Years in Business: 16

Employees: 32 (16 Full-Time & 16 Contractual)

INITIAL CHALLENGES

Early on, Jon faced a number of challenges that proved to be more complicated than anticipated – including mastering general business practices, like finding and pricing projects, obtaining legal protection, and handling collections.

ABOUT INTERWORLD CLEANING

After immigrating from Uzbekistan to the United States in 2005 with just \$200 and being subjected to harsh working conditions as a cleaner, Jon resolved to become his own boss and create a different kind of cleaning company. He accomplished this in 2009 when he founded Interworld, a business based on delivering value to customers, staff, and the environment.

HOW AAEDC HELPED

Jon first discovered AAEDC in 2017 when he met Wes MacQuilliam, AAEDC's COO, and heard about its programs and resources. Wes first connected Jon with Candace Pruett, a Maryland SBDC Business Counselor, to refine his business plan and growth strategy. He then applied for and received a \$76,000 loan and \$37,000 grant in 2024 through the Arundel Community Reinvestment (ACR) Fund that he's now using to make exterior improvements to a property he not only owns but also leases sections of to generate additional revenue.

The chain of connections has been invaluable, and I'm confident that we will continue to leverage AAEDC resources as Interworld continues to grow. The support of both AAEDC and SBDC played a crucial role in my decision to remain in Anne Arundel County rather than move the business back to Baltimore County. ”

Asrorjon (Jon) Shukurov, Owner

WHAT'S NEXT?

Jon has scaled Interworld into a million-dollar enterprise (with clients including Coca Cola, Lockheed Martin, and Costco), earning it the title of 2023 SBA Maryland Minority Owned Small Business of the Year. But he's certainly not resting on his laurels. In addition to making the ACR-funded property renovations that will help attract more clients, he plans to grow the company's digital presence and is considering opening additional locations in the future. He's also giving back by teaching "How to Start and Scale a 7-Figure Cleaning Business," a Maryland SBDC course, so that other entrepreneurs can hopefully follow in his footsteps.