

Ten Years of Growth, Built with Intention

Patricia Angel has spent the past decade building ZOLUT LLC into a trusted provider of uniforms, customized apparel, and school supplies for schools, businesses, and institutions across South Florida. What began as a seasonal operation gradually evolved into a diversified, strategic business. With support from Ascendus and guidance from loan consultant Fabiana Estrada, Patricia laid the foundation for a stronger, more sustainable company.

Today, Patricia leads two complementary business units: ZOLUT LLC and Yes We Do T-Shirts. Together, they deliver practical apparel solutions that help organizations operate more consistently and professionally.

"We are a much more solid and strategic organization. We focus on long-term relationships and create real value with our clients."

But the business she runs today is the result of years of learning, adaptation, and deliberate decisions about how to grow.

A Decade in Three Milestones

- **2016:** Patricia Angel founds ZOLUT LLC in Medley, FL. A school supplies and uniform company built from the ground up, serving schools and families across South Florida.
- **2021:** Patricia partners with Ascendus and secures \$52,485 in working capital. The financing gives her the structure and confidence to make strategic decisions during a critical growth phase.
- **2026:** Patricia is finalizing her initial Ascendus loan and has already secured new funding to scale operations. She has reached traditional banking, a key milestone in her financial ascension.

Building the Foundation

In 2016, starting ZOLUT represented more than a business opportunity for Patricia Angel. It was a life decision.

"Starting ZOLUT represented an opportunity to build stability, independence, and a future without limits."

She launched the company to address a practical need she saw among schools and families: access to organized, reliable school supplies and uniforms that help students and institutions prepare for the year ahead.

The early years required learning every aspect of the business firsthand, from operations and logistics to customer service and financial planning.

"The first years were completely hands-on. I learned every part of the business from the inside out: operations, customer service, logistics, planning, everything."

That experience shaped the disciplined, detail-oriented approach that would later define the company.

Learning from Seasonality

In its early stages, ZOLUT operated under a highly seasonal model. Most sales occurred during a short window before the school year began, requiring careful planning and strict financial discipline throughout the rest of the year.

"At the beginning, selling only three months a year forced me to become much more strategic."

Rather than treating that constraint as a limitation, Patricia used it as a lesson. The seasonal structure pushed her to think carefully about how to build something more stable and scalable.


"I understood that to grow we needed to diversify revenue, extend contracts, and anticipate the future."

That realization became a turning point for ZOLUT and planted the seed for what would come next.

Expanding the Business

As Patricia continued building the company, she began identifying ways to expand its capabilities without starting over. The answer was the creation of Yes We Do T-Shirts, a second business unit focused on customized apparel and uniforms.

"Yes We Do T-Shirts was born from everything we had already built: operational experience, client relationships, and deep knowledge of the market."



The new division allowed the company to serve additional industries, including restaurants, municipalities, and private companies, and to pursue longer contracts with stronger partnerships.

"It wasn't starting from zero. It was expanding our capacity to serve better and take on much larger contracts."

Today, ZOLUT LLC and Yes We Do T-Shirts operate together as a unified ecosystem, reinforcing each other's reach and stability.

The Role of Ascendus

As the business continued to grow, access to capital became an essential tool for managing seasonality and strengthening operations. In 2021, Patricia connected with Ascendus during a critical stage of the company's development. With the guidance of loan consultant Fabiana Estrada, she secured \$52,485 in working capital.

"Working with Ascendus didn't only provide financing. It gave me clarity, structure, and the confidence to make better decisions."

The relationship provided both capital and strategic guidance, allowing Patricia to approach growth more deliberately and with greater financial discipline.

"That support created the bridge that allowed us to later reach traditional banks."

Over time, the company demonstrated strong financial performance and a consistent repayment history, positioning it for the next stage of its financial journey.

Reaching the Next Level

A decade after founding ZOLUT, Patricia's business has evolved significantly. The company now focuses on long-term institutional relationships while continuing to expand its apparel services through Yes We Do T-Shirts.

"Today ZOLUT is a more mature company. We have moved from reacting to demand to planning growth with intention."



That shift has also opened doors within traditional banking. In 2026, Patricia is finalizing her initial Ascendus loan and has secured new funding to scale operations, with **TD** as a key financial partner in her next expansion phase.

"Being credit-ready allows us not only to act quickly, but to invest intelligently and compete at another level."

Reaching traditional banking is not just a financial milestone. It reflects the operational maturity and strategic discipline that Patricia has built over ten years.

Continued her path of financial ascension. Graduated to a bank loan with an \$80,000 line of credit.

Looking Ahead

For Patricia, building these businesses has created both stability and a platform for continued growth.

"Building these companies has meant stability for my family and the possibility of turning challenges into opportunities."

At the same time, she remains focused on the broader impact of her work. Each year, ZOLUT and Yes We Do T-Shirts support schools and institutions that help children access the supplies and resources they need to learn.

"I believe going to school should be an opportunity for everyone."

Looking ahead, Patricia is positioning the company to secure larger contracts and expand its reach across new markets.

"We are preparing for bigger opportunities that will allow us to generate even greater impact."

For Patricia, the entrepreneurial journey is still unfolding, and the foundation she has built is stronger than ever.

"This is only the beginning. Now we know how to build stronger foundations."

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