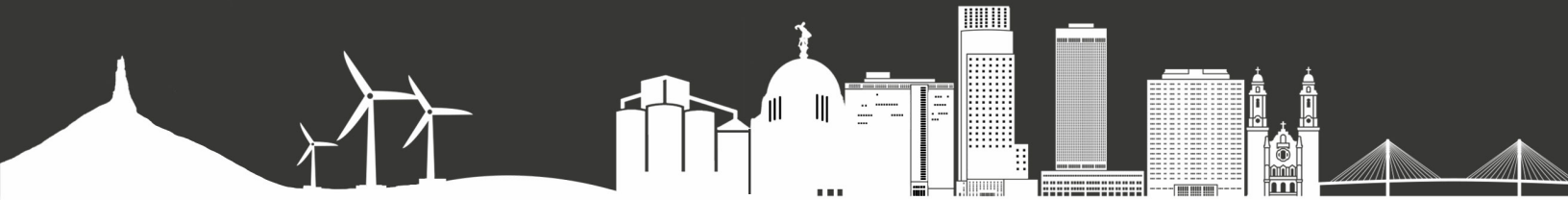


SUCCESS STORY: LAMMERS TRAILER REPAIR

Lammers Trailer Repair in Norfolk Fulfills a Dream



REPORT DATE

- › December 2018

INDUSTRY

- › NAICS 811111: General Automotive Repair

CONSULTING

- › SBA 504 loan application
- › SBA 7(a) loan application
- › Cash flow projections

RESULTS

- › Business opened June 1, 2018
- › 7 employees

Experienced advice in loan applications and assembling financial data helped put Lammers Trailer Repair, LLC in Norfolk on the road to success.

Owner Danielle Lammers says a recommendation from a banker, and her previous experience working in a local economic development office, sent her to the Nebraska Business Development Center in Wayne and its director, Loren Kucera.

Lammers says her husband, Tracy, has 25 years of experience in the trailer repair industry. “He started out building trailers and worked his way to being the manager of as many as 12 employees,” she says. “Besides doing the physical work and repair on the trailers that go through the shop, he also spent a lot of his time preparing quotes, work orders and billing for all of the jobs.”

They had dreamed of owning their own repair shop, she says, “but the stars had never quite aligned. One day, everything just started falling into place.”

She says the first meeting with Kucera took place in July 2017. “Loren basically interviewed us, asking us all about our financials, our goals and the work to be done,” she recalls. “He walked us through the process, and then he handled all the paperwork. Thank goodness for that. I don’t even want to know what he had to go through, because there was a lot of paperwork.”

Kucera says he prepared a Nebraska Economic Development Corporation (NEDCO) SBA 504 loan application, as well as a SBA 7a loan application. “In addition to the loan applications, I prepared the cash flow projections,” he says. “The loan applications were submitted to the bank in January 2018.”

Lammers says Kucera’s knowledge and experience were reassuring. “We were like deer in the headlights when we got started,” she says. “He put us at ease and called anytime he needed something from us. It was really pain-free.”

Convinced that building their own shop would be the right choice, the couple selected a convenient site along U.S. 81. “We’re right off the highway, perfect for the semis and trailers that pull in here, and we have plenty of room on the lot for future expansion,” she says.

The repair shop, with 5-1/2, 90-foot repair bays, opened June 1, 2018 and employs seven people, including the Lammers. The business specializes in the service and repair of all makes and models of trailers.

Lammers says the guidance the couple received from the NBDC was instrumental in getting their business built. “The NBDC is a great resource for the community,” she says. “I don’t know if we’d be open today without the help we got.”

CONSULTANT: LOREN KUCERA | MADISON COUNTY | STATE SENATE DISTRICT 41